

THE NATIONAL

AUGUST 22, 1953

# Provisioner

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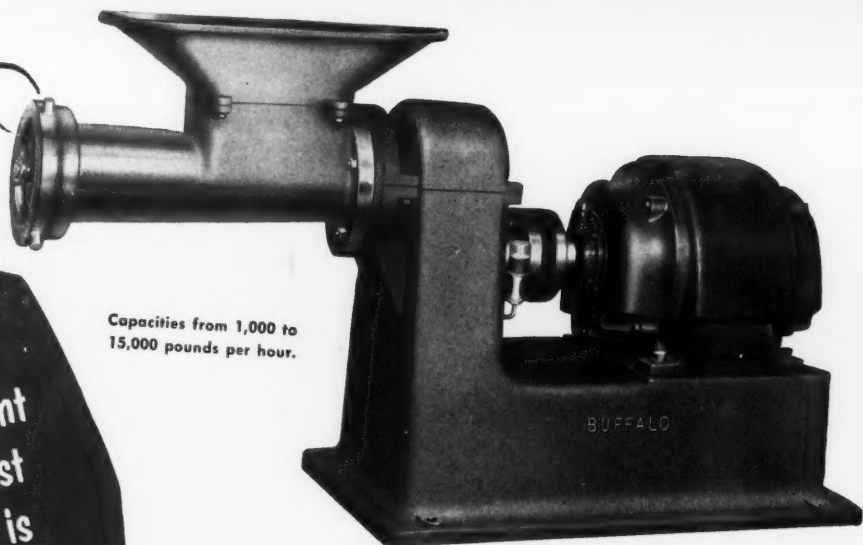
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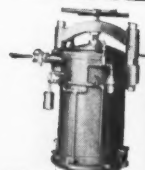
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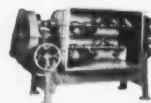
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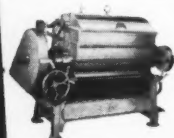


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Mr. A. Gordon Janney (left), President of The Baltimore Cold Storage Company, discussing installation of corkboard insulation with Mr. W. S. Woodside, Baltimore District Manager of United Cork Companies.

## FROZEN FOODS STORAGE PLANT EXPANDS USE OF CORKBOARD

First installation of United Cork Companies' BB (Block-Baked) Corkboard at the plant of The Baltimore Cold Storage Company was made because Mr. A. Gordon Janney, President of the company, regarded corkboard as both the most economical and the most efficient type of low-temperature insulation.

This installation, made in 1947 in a room used for storage of frozen foods at a temperature of 5° below zero F., was designed by United's Engineering Service, in cooperation with Mr. Van Rensselaer H. Greene, Consulting Engineer for the Baltimore Cold Storage Company.

Two layers of 3" BB Corkboard were used. The first was erected against brick in a bedding of Enamelite, and the second against the first — also in Enamelite.

The entire installation was made by United Cork Companies' own skilled erectors, working under the supervision of the Baltimore Division. An interesting feature of the installation is that all work was done while a temperature of 5° below zero F. was being maintained in the room.

### Results lead to Re-orders

The Baltimore Cold Storage Co.'s experience with BB Corkboard was so successful that the company has since made new installations to convert three floors from cooler to freezer use.

A major factor in the effectiveness of United's BB Corkboard, in the opinion of Mr. Janney and thousands of other satisfied users, is the unified responsibility for the entire job. United Cork Companies select the grade of cork and bake the granules into BB Corkboard by a patented process. Engineers at United's branch offices throughout the country design the installation, and erection work is done by United's own skilled erectors under the supervision of the local Division Manager.

For more information about United Cork Companies' services and installations, drop a line to United Cork Companies, Dept. I-1, Kearny, N. J.

# THE NATIONAL Provisioner

VOLUME 129

AUGUST 22, 1953

NUMBER 8

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THE NATIONAL PROVISIONER  
 DAILY MARKET SERVICE  
 ANNUAL MEAT PACKERS GUIDE

THOMAS McERLEAN, *Chairman of the Board*  
 LESTER I. NORTON, *President*  
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Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by the National Provisioner, Inc. Yearly subscriptions: U.S., \$4.50; Canada, \$6.50; Foreign countries, \$8.50. Single copies, 25 cents. Copyright 1953 by the National Provisioner, Inc. Trade Mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.



### **Confer on Drought Relief**

President Eisenhower called a conference in Denver Thursday of federal, state and farm organization officials to review the federal drought relief program and make plans. Earlier in the week, Secretary of Agriculture Ezra T. Benson added 22 counties and removed 69 from the drought disaster area, making the total now under the relief program 393. Late last week the general council of the American National Cattlemen's Association asked government (see page 16) to accelerate and expand its program for buying beef products for school lunches, the military and foreign aid.

### **USDA Gives Top Billing to Beef**

Beef has top spot on the USDA list of plentiful foods for September. The Department suggests that intermediate and lower grades received special promotional emphasis. Editors and broadcasters are being asked to call attention to economies to be found in lower grades of beef provided by grass-fed cattle.

### **Bulk Export Lard Bought from East**

An average price of 17.16c per pound, delivered to port of New York, was paid by the U. S. Department of Agriculture this week in purchasing 7,500,000 lbs. of lard for export to Germany. This ends lard purchases under an announcement made by the USDA on August 11. Successful bidders and amounts bought from them were: Stoll Packing Co., 1,300,000 lbs.; Amertrade, Inc., 1,000,000 lbs.; Swift & Company, 600,000 lbs.; Arbogast & Bastian, 80,000 lbs.; Gersony Strauss Co., 520,000 lbs., and Continental Refining & Packaging Co., 4,000,000 lbs.

### **'Farmers Want Flexible Props'—Morse**

Most farm leaders and groups prefer a flexible price support system instead of the present high rigid supports, Undersecretary of Agriculture True D. Morse said this week in Corvallis, Ore. This viewpoint is in direct contrast to the analysis some congressional leaders backing high price supports made after last week's wheat referendum. "The disastrous drop in cattle prices has brought thousands of farmers face to face with the effects of supported high feed costs," Morse told a joint session of the American Farm Economic Association and the Western Farm Economic Association.

### **Chance to Test Hog Grading Skill**

Packers who attend the opening session of this year's AMI convention will have a chance to test their skill in picking meat type hogs (see page 16).



After years of hard work, ex-doughboy sausage maker, Leon Tiahnybik, has thriving business in Chicago.

## Leon's Takes A Big Step-- and a successful one as its expanded, modernized plant turns out 40 per cent more product for the local trade

**A** RMY recruiting posters often stress, "Earn while learning a civilian skill." Leon Tiahnybik did just that in his service years, 1914-19, in the Far East with the Army. He learned the sausage making trade and, promptly upon discharge put his newly acquired skill to work in a business venture in Kansas City. Later he left Kansas City to start a wholesale sausage business in Chicago with his brother-in-law.

In 1928 he launched his own business in limited quarters and in 1930 moved to the present location.

Total space in the plant measured

50x100 ft. and the four employees seemed to have acres of room. Business expanded until production no longer could keep pace with sales.

This year Leon completed a \$165,000 building program that doubled the plant space and increased productive capacity by 40 per cent. Plenty of elbow room has been provided for future expansion. A new management team composed of Leon and his two sons, Irvin, vice president, and Mike, secretary-treasurer, already is planning how to use the space.

Additional sausage manufacturing capacity and prepackaging operations

form the focal point for immediate growth. In a small, experimental way the firm is merchandising natural casing pork sausage in window view type cartons. Irvin said that sales acceptance of the package has been good to date. The plant has a large dry storage room which it intends to convert in part to a packaging operation. However, management points out that what will be acceptable to their trade, which is largely jobber in nature, will have to be determined by the slow process of trial and error.

In the enlargement program the entire of the older portion of the plant



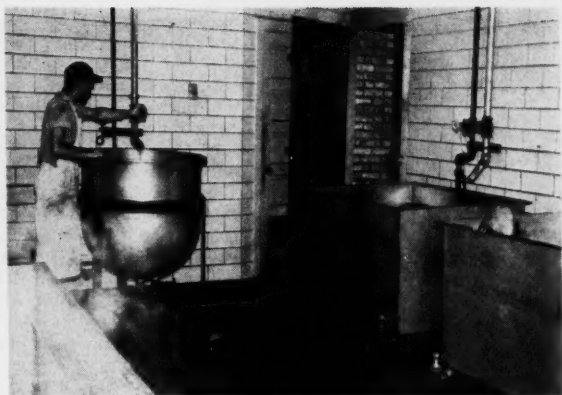
Butcher removes veal membrane on stainless steel table before meat goes to grinder.



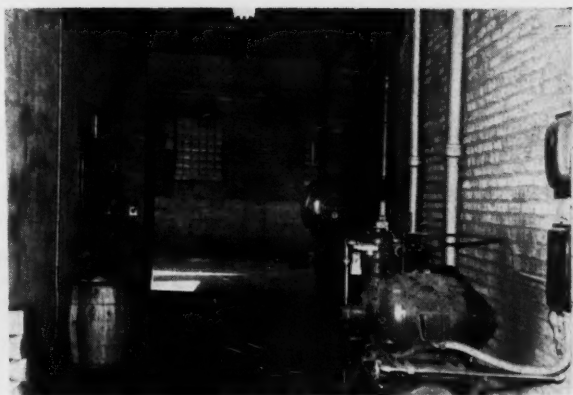
Spices and seasonings are scaled to close tolerances on easy-to-read scale.



Experienced sausage maker checks texture by feeling emulsion in Chop-Cut unit.



Maximum sanitation is achieved in cooking room through widely spaced stainless steel equipment and walls tiled to the ceiling.



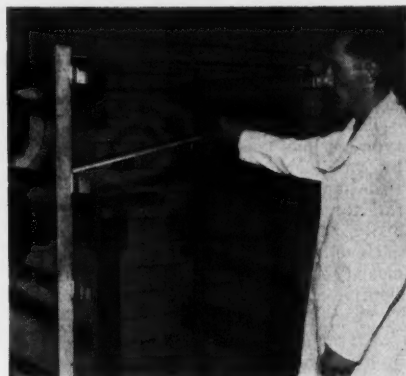
Two fans, seen at top of photo, provide air curtain that prevents insects from entering in summer, keeps heat from escaping in winter.



Frozen meat blocks are sliced effortlessly with hydraulically-powered machine.



Adjustable dial setting allows rapid, controlled heat buildup in smokehouse.



Irvin Tiahnybik displays new stainless steel cage and smokestick.

was gutted and refurbished. The old and the new sections were integrated and department layouts designed to impart a forward movement to the processing steps.

Meats are received along with other supplies at the rear in a street level area. The plant's two coolers form part of the wall enclosure. A rollaway receiving door provides a maximum opening at this point with a minimum of space utilization. As noted in the picture on this page, one of the Butcher Boy cooler doors is almost flush with the receiving door.

The door is teamed with two Reynolds Electric pest control fans which operate automatically with the opening of the door and keep flies from entering. In the winter months management uses the fans to minimize air movement thus holding down heat losses.

Housed in this area is the plant's Reliance 7½-ton ice machine and Toledo floor scale.

The entire area is blocked off from the rest of the plant by means of another rollaway door which opens into a large dry storage area.

In one of the two coolers the packer has installed a General Machinery frozen meat slicer. With a weekly tonnage of 33,000 lbs. per week, the slicer

is used only infrequently. However, as a substitute for the tiring and clumsy cleaver method, the machine earns its keep by reducing to minutes tasks that formerly required hours.

Each of the coolers has a temperature-controlled ceiling type unit which makes its own demand for refrigeration on the compressor currently operating at low speed. With adjustments to the compressor's 10 hp. electric motor, an additional 2½ tons of refrigeration will be available for expansion.

Meats from the cooler move into the manufacturing room where boning operations also are conducted.

A Buffalo grinder and mixer are teamed on one side of the room, to handle some of the coarsely ground items such as Polish sausage that move from grinder to mixer to stuffer.

On the other side of the room is a Boss Chop-Cut with a Vilter Flake ice machine. The Chop-Cut is the closest unit to the spice room.

At right angles to the Buffalo-equipped stuffing room is the smokehouse and cooking area. All cooking vats, kettles and oven are stainless steel.

The plant has four three-cage Alkar smokehouses. Leon said the firm selected several of the smaller capacity houses rather than one or two large

houses to attain greater flexibility in its smoking operations. Producing a variety of small sausage meats, some of which are made in small 300- to 500-lb. lots, the processing requirements call for a larger number of smaller capacity houses. The difference in processing times and temperatures requirements of the varied sausage are satisfied through the selectivity of smokehouses available. Partlow instruments provide temperature control on the units.

The plant has a Jourdan cooker for coloring its frankfurter production. At the end of the day, when this cabinet has to be cleaned, a detergent compound is added to water and circulated through the house. Then, by means of a by-pass valve in the outlet pipe of the cooker pump, it is used to hose down each of the smokehouses. After the detergent is emptied, clear water is added and the cabinet and houses rinsed.

Showered after processing, product is moved to the sausage holding room. Direct expansion in fin type coils is used throughout this cooler. While temperatures are held at slightly above freezing the coils are constantly defrosting during their off cycle through a series of interconnected drip pans

(Continued on page 29)

## MEAT-TYPE HOGS

### Think You Can Pick them on the Hoof? Come to the AMI Convention and See

**I**N LINE with the tremendous interest in meat-type hogs being built up the nation over among swine producers and in the industry, a graphic and realistic live hog and pork carcass grading demonstration will be held as a "feature attraction" of the American Meat Institute's 48th annual meeting, October 2-6, in Chicago's Palmer House.

The demonstration, which will be conducted by the widely known Plager brothers—Carroll, Wilbur and Russell—in the opening general session on Friday morning, October 2, is expected to equal in popularity the revolutionary "Hog Immobilizer" film which proved the "talk" of last year's annual meeting.

The growing trend toward the meat-type hog has been enhanced principally by two developments. First, the fat situation has caused the cost of fats to fall far below the price of meat. Secondly, the findings of colleges and experimental stations indicate that the meat-type hog can be produced as efficiently, economically, and productively as other types.

A similar demonstration was given by a committee of hog judging experts, including the Plager brothers, at the Institute's board of directors meeting at Des Moines last May, and was received with such enthusiastic acclaim that it was considered a "must" for the annual meeting program.

Because of limited hotel space and other difficulties involved, outstanding motion picture slides will be used rather than live animals.

The demonstration will include an introductory explanation of the reasons why the meat-type hog should be bred in preference to others. Then, through the use of visual slides, several grades of hogs will be shown and described according to their individual points of identification, followed by slides showing the different carcasses of each grade. As a climax to the demonstration, score cards will be passed out through the audience so that each person may have an opportunity of trying his own hand at grading. After the score cards have been collected, the grades allotted by the experts will be announced.

Many of the nation's swine experts are strongly urging producers grad-

ually to switch their breeding to the more desirable meat-type hog. It has been proved that these types of lean hogs can be produced and finished properly for market from any of the major hog breeds and from cross-breeding through proper selection of the desired characteristics. It also has been proved that meat-type hogs can be produced as economically as any other type of hogs.

An Institute member company recently made comparisons of meat-type hogs as compared with the regular-run hogs which showed that the percentage of principal lean cuts—hams, loins, picnics, and butts—amounted to 33.93



C. PLAGER



R. G. PLAGER

per cent of the total in the case of the meat-type hogs while the regular-run hogs yielded only 31.92 per cent of the total. It is believed that this comparison would have been even more striking if a group of "over-fat" hogs had been included in the tests.

Another reason, which concerns the producer, packer and retailer alike, for leaning toward the meat-type hog is "Mrs. Housewife." They realize that she is still the "boss" when it comes to deciding what will go into her market basket. She is demanding leaner and leaner pork with every passing day and many fear that if she isn't supplied with that lean pork that the time will come, and it may not be too far off, when she will pass up pork for something else.

For such an important demonstration, the Plager brothers provide an outstanding collective background. Raised on a Grundy Center, Iowa, farm, they received their fundamental training from their father who was regarded as one of the finest livestock judges in the nation.

Wilbur, the oldest of the brothers, is field secretary of the Iowa Swine Producers association and is considered one of the country's foremost swine judges. Carroll is Manager of the livestock extension division of Geo. A.

Hormel & Co., while Russell is connected with John Morrell & Co. Wilbur operated the family farm and later purchased a farm of his own and worked for the Berkshire and Duroc associations before joining the Iowa Swine Producers Association.

All three were extremely active in 4-H club work as youths, and gained national stature for their accomplishments. Carroll had the distinction of being the first state boys 4-H club president, while Wilbur followed as the second president. They were all members of state champion livestock, dairy, and crop judging teams, and were graduates of Iowa State College.

### American National Asks Government to Step Up Buying of Beef Products

Leading cattlemen from 23 states meeting in Denver last week as the general council of the American National Cattlemen's Association called on the government to accelerate and expand immediately the program for buying beef products for school lunches, the military and for foreign aid.

The council lauded Secretary of Agriculture Benson's acceptance of an industry proposal months ago. The proposal involved drought relief, purchase of beef for foreign aid, the military and for school lunches, as well as credit consideration in helping to solve the critical cattle price situation.

The group called the overall government program an important phase of the self-help efforts which have resulted in price improvements or at least as a "brake" to down-sliding cattle prices this spring and summer.

Other points of the self-help program initiated a year ago by the American National Cattlemen's Association and 23 affiliated state cattlemen's groups included increased promotion and merchandising of beef in cooperation with packers and retailers.

### Florida Drops State VE Regulations, Adopts BAI's

All vesicular exanthema regulations previously in effect on entry of hogs, pork and pork products into Florida were rescinded at a recent meeting of the Florida Livestock Board.

In their place, the board adopted the regulations of the U. S. Bureau of Animal Industry, as contained in BAI Order 383, Revised, effective August 15, 1953. In addition, all live swine entering Florida must comply with state regulations with respect to health certificates and disinfection certificates.

### Reduce Rail Rates

Railroads of the Western Traffic Association have reduced rail rates for the movement of livestock from emergency areas of the drought-stricken Southwest, the Agriculture Department announced.



W. PLAGER



# SANDY

*The cooler salesman gives*

## Selling Tips Based on Experience

**I**N an earlier series of two articles I discussed "How to Sell and Figure Beef." Then in the July 11 issue of THE NATIONAL PROVISIONER I passed along to the younger men in the business some beef selling pointers based on my own experience. In the paragraphs that follow I want to give you some more of the lessons I've learned—many of them the hard way.

**CONTACT MAN:** What every beef man needs is a good contact man. I have one. The boss or owner can dislike certain customers, and usually does, but he doesn't have to come in contact with any of them. Neither does the boss have to worry about sales. It really is better if he doesn't interfere too much with the sales, especially with direct sales to customers. Top level sales plans should be worked out in a sales meeting with the sales manager.

Big Bob Austin, a man who weighs 250 lbs. plus, and is 6 ft. 4 in. tall, is in my estimation, the finest contact man I have ever had work with me. He is not afraid to contact any buyer whether he knows him or not. His large structure and his pleasant smile draw respect. He looks like a beef man the minute he enters the buyer's place of business. Appearance means half the battle in contacting new business. Bob is honest. He never mentions himself, but he will talk about his plant with vigor. He builds up his company, its plans, the owner, and how the owner will take a personal interest in every customer.

As far as beef men go, there is none better. He soon has the buyer anxious to pay a visit to our plant. He is a good mixer. He has done a lot of traveling; was in the first world war when he was 15, so he never lacks for conversation. He is also a good listener. He seems to know when to talk or when to listen.

When he goes to pick up a buyer, that buyer just cannot turn him down.

He has saved my life several times. There are occasions when a misunderstanding will come about. I have sometimes thought the beef that was being killed would be right, so to the phone I would go. The next day when the buyer showed up, and the carcasses were just the opposite from what I had said, Oh Brother! Some buyers quit you quick for that. No matter how much you phone them, they'll always be polite but they just don't come to see you. That is where a good contact man comes in handy. Somehow Bob takes them to lunch, visits with them and the first thing you know, out they come to see me.

Bob admits he does not know too much about the fine points of beef, except in regard to quality, but he can sell.

He is never a center cut salesman. It seems to please him to sell what is left after the day's regular sales are made.

Every beef man needs a good contact man and should train one as soon as possible. A contact man has to be an individual who never tires or gives up—a never-say-die-man.

No matter how good your beef may be or your price, buyers have a way of telling you they will be there to see you—and then never show up. However, it's hard for a buyer to turn down a real contact man, especially when he is there to bring him in to the sales cooler.

**CENTER CUT SALESMAN:** I have working with me a man who sells the top beef out of every lot. He has no place to sell the beef that must be sold. This bothered me at first because buyers would notice the best beef was always tagged.

This salesman's experience in the meat business has always been on the buying side. He has never sold beef to customers—he became their buyer. When he picks beef for a particular customer, he is never turned down nor does he have beef returned. He is of great value to our firm since he sells the type of butcher that wants the best and is willing to pay the price. When a buyer is willing to pay a dollar to a dollar and a half a hundred more, he deserves the best.

We let this salesman handle the high class butcher. He picks his beef, has them sidetracked from the rail run so they don't interfere with the large sales.

This individual, having been a buyer for a jobbing house, knows figures so that he can hold his own there. He probably will never become a beef man with large sales since he is still a buyer, purchasing for his customers, but he can get the money out of beef because those customers he handles trust him and realize he knows what he is doing.

Not all selling is done to customers. Don, knowing beef as he does, was selected to go with the grader. Our firm builds its name by having the kind of meat used by the different customers. Our firm will not stand for loose grading. That is where Don comes in. The grader realizes he is with a man who knows beef. If you can get a beef in the Choice grade by demonstrating Choice quality, instead of in the Good grade, you have made a sale that will net you from \$1 to \$2 more a hundred.

When Don and the grader decide to rib a beef to see the quality, it usually goes in to the better grade. To have a cooler that isn't graded correctly, is about the worst thing that can happen to a beef man. You don't fool the customer, you only fool yourself. The owner of the firm I

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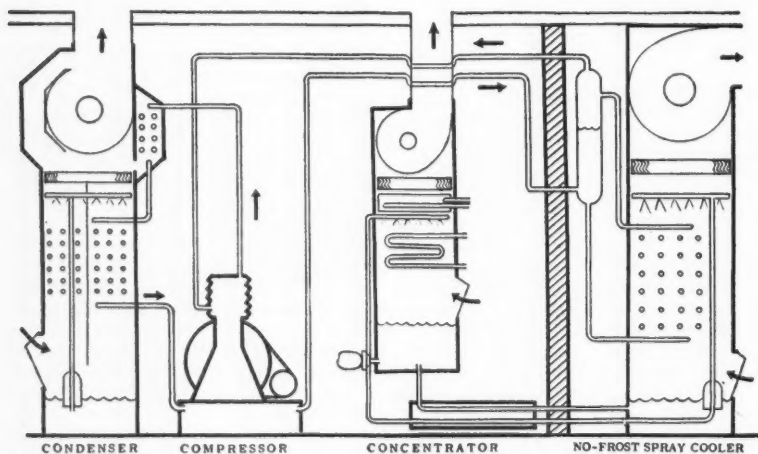
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You get true trouble-free refrigeration . . . No brine . . . no salt solution . . . no dirt . . . no mess . . . It is entirely clean; you get rid of dirt and odors. You reduce both equipment and operating costs.

For complete information write to the Niagara Blower Company, Dept. NP 405 Lexington Avenue, New York 17, New York.



A simple method, easily maintained. Saves a third of your refrigeration cost. Ask for Niagara Bulletins 118 and 119.

work for will only allow his name on the top grades—Prime or top Choice. My advice to beef men is to have a top man accompany the grader. That will save you more time to sell.

Work closely with the owner and the superintendent. Most owners do not want to be bothered with minor details, as they haven't the time, but the owner is often the buyer and he knows the money is made in buying so that is where his mind will center. He wants to be sure he is buying the right kind of beef for the trade, even though it hurts at times. You are lucky when your firm's president has been a beef salesman as he will understand conditions.

The superintendent is *the* man. His job really means a lot to sales. He must see that beef is dressed properly. It is true that he has foremen, but do you ever go to the foreman? Maybe haphazardly, but you end up by going to the "old man".

A good superintendent is usually two jumps ahead of you. He has the right man in the right place.

You can see sales work goes on, not in one place but all through the plant. It is team work.

**NEVER TAKE A CUSTOMER FOR GRANTED:** How often have I heard young cooler men, upon meeting a customer he thought he really knew, greet him with—"Hi, you old so and so. How the H— are you?" This is a very bad way to start a sale, regardless of the fact that you may have known the man all his life. You still don't know how he may be feeling or how his ulcers may be acting at this particular time. One of three things can happen—the man is in a genial mood and the sale is made, or the customer, in order to show you that just because you know him, you have no right to be so familiar with him, passes your business for a while, or it really makes him mad and you lose a friend and also his business.

Always greet everyone cheerfully and politely. Then, if your customer feels like kidding around, go along with him with reservations.

Study yourself and your family and you will see many different moods. However, there isn't anyone who can take serious offense to a cheerful and polite greeting. I, personally, never believe in too much familiarity, for then you never get your feelings hurt.

Do whatever favors you can for a customer; let him feel you are doing him favors whenever you can, but keep in mind the fact that you are not doing favors that your customer will return. The fact that you have gone out of your way to do something for your customer does not mean he will repay you in higher prices later on. He will probably do what he can, but he will never pay you over market for merchandise. He can't do it since his job is to buy as cheaply as possible and he would have a hard time explaining it to his boss if he paid you

over the market. However, he may help you out by taking extra beef or helping you dispose of cuts you are long on.

If you are good to your customers, as a rule they will be good to you. Meat buyers are a proud lot. Most of them are honorable. If they were not they would not have the positions they hold. However, there are certain types of buyers who are always making deals. They want this or they'll do this or that for you. They make it their business to prey upon younger cooler men because they know that experienced cooler men won't listen and will refuse to sell to a crooked buyer. It's too bad that buyers of this caliber do exist, but thank goodness they are soon found out and are out of business.

If you made a bad sale, go to the boss and face it. Most men running a packinghouse have had every deal in the book pulled on them and they will understand and back you 100 per cent. Don't try to hide a weak sale as it will show up later. It is best to go to the boss first instead of forcing him to come to you. Remember, if the boss thought enough of you to put you in charge of his cooler, where millions of dollars are involved, he must trust you. Be honest with him and you will find him very human. Sometimes he may have more on his mind than one man should have, but if he's big enough to solve his problems and stay on top in a fast game like beef, I'm sure he is big enough to understand your problems.

**THERE ARE TIMES TO BE FIRM:** Truly, a good buyer doesn't like a beef man who is easy. I remember one customer to whom I had been selling for one year straight. One day I was really stuck. I had his order but it was one of those times when beef was scarce and I did not have his quality nor his weight. I couldn't leave him without meat, so I sent the best I could get. Brother! He called

### "How to Sell and Figure Beef"

• Two popular articles by cooler salesman "Sandy" have been combined and reprinted in a handy eight-page booklet. 50c per copy (sorry, no stamps) for one to five copies; price reduced for larger orders. Write to: Book Department, The National Provisioner, 15 W. Huron st., Chicago 10, Ill.

me on the phone and let me have it right between the eyes. I took it and I sided in with him, but I tried to explain what had happened. Finally I said:

"Isn't it funny, I give you what you want 364 days out of the year, yet I fail you on the 365th day and you are through with me. Life is funny."

He must have thought it over, as



Now, you can get into cellophane wrapping with a minimum investment—simply by obtaining a newly improved Peters Cellophane Sheeting and Stacking Machine.

Or, use this Sheeter as a "spare" for cutting and stacking transparent cellulose paper and other light weight papers to a wide variety of sizes.

#### Electric Eye Accuracy

This Peters Cellophane Sheeter is fully automatic—and cuts to exact sizes through Electric Eye Registration. Automatically stacks sheets for handy pick-up by wrappers.

You may also obtain this machine on Peters "Pay-as-you-Profit" Plan—with small initial payment. *Don't wait . . . get all the facts now.*



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he kept the beef and I continued to sell to him.

Another time, I had a buyer in the cooler. The cattle I had for him were slightly heavy. He started to walk out on me. I merely mentioned that that size of beef did not come any smaller. Something stopped him because he stamped the beef.

On a price raise, refrain from calling all buyers you can. Let the raise become standardized as much as possible. To call a customer to tell him the price is up is to make him feel you are rubbing it in, or he will think some other salesman will call and sell at the old price. If you allow him to call you, he usually knows of the raise or will give you a chance to raise. On a down market, keep your phone busy.

On a price raise, many buyers will try to make you believe all sorts of tales: You either owe them beef, or you should protect them, or it may be they need help for an advertisement. Believe me, they are very convincing. If you do owe them beef, be sure to give it to them. Be fair. Protect them the same way they protect you on a price drop. You are not responsible for an ad unless you did encourage them to advertise—then you are stuck. Remember, price raises usually don't last too long so you must make hay while the sun shines.

To be fair to the company for which you work, you must be fair to your customers. While there are always some buyers who try to take advantage of you, if you once get them straightened out, they usually make good customers.

The close buyer usually pays his bills. Never get mad at a buyer who wants to buy cheap as you may need him some day. He won't be angry if you let him walk. Usually this type of buyer can use whatever you have, if the price is right, so keep him coming.

Know your customers. Some you have to price high as they never feel right unless they beat you down a penny. Keep them happy. There are others who want the right price. They won't argue—they will walk. I like to name exactly the price I want, then the buyer knows I am at the market all the time.

Don't run to the boss. Make your own decisions. If a buyer finds out you have to ask the boss, he will lose confidence in you. The only time to go to the boss is for a decision that involves a big sale or to find out what kind of cattle is coming in. Sometimes the "boss man" may have a reason for passing a sale or taking the deal on.

Beef business is a serious business. It's large and involves much money. We do not all sell the same. It's impossible to find any two salesmen alike or any two sales alike. Use your own technique and your own personality. Read and learn all you can

about beef because the information you gain may help you at an unexpected time. If questions arrive, feel free to write to "Sandy", care of THE NATIONAL PROVISIONER, and I will try to give you a helpful answer.

To make sales is to learn character. I repeat—beef salesmanship is in a field of its own. Why? Because to some customers you are their buyer and salesman combined.

## USDA Invites Beef Offers For Delivery in January

The Department of Agriculture has announced that it will accept offers each Monday for the sale of canned beef and gravy for delivery in December and January as well as for delivery in September, October and November.

E. J. Cronkhite, chief of the procurement and sales division of the PMA livestock branch, in Supplement 1 to Announcement LS-85, said, however, that the offerer must agree to acquire the raw material and process it into frozen or canned form prior to November 15.

The meat may, at the option of the vendor, be canned or frozen for future use in filling the canned beef and gravy contracts awarded for December and January delivery. Any boneless beef frozen for this purpose must be prepared in accordance with Schedule E, Revised, USDA canned beef and gravy specifications of Announcement LS-85.

Cronkhite said that the USDA is in a position to purchase considerably larger quantities of canned beef and gravy as well as frozen hamburger and would like to receive offerings from many more producers.

The Department announced purchases of 5,375,260 lbs. of four meat products for the week of August 10. Purchases with Section 32 funds, for distribution through the school lunch program and other non-profit outlets, included 2,826,260 lbs. of canned beef at an average price of 38.76¢ a pound and 1,444,000 lbs. of hamburger at an average price of 33.34¢ a pound, both f.o.b. plants.

Under a Mutual Security Agency requisition for export to Greece, the week's purchases were 1,005,000 lbs. of frozen carcass beef at an average price of 23.93¢ a pound and 100,000 lbs. of frozen carcass mutton at 14.70¢ a pound, both delivered Port of New York. These products will be shipped during the month of September.

The USDA has bought a total of 49,696,260 lbs. of beef products since the purchase programs began last spring. Of this total, more than 43,000,000 lbs. have been included in orders given since the latter part of June when the USDA announced plans to acquire approximately 120,000,000 lbs. of canned beef, 60,000,000 lbs. of hamburger and 10,000,000 lbs. of carcass beef in a move to help stabilize the livestock market.

## Large and Small Plants In AMI Safety Contest

Member companies still have an opportunity to participate in the self-improvement safety contest sponsored by the department of packinghouse practice and research of the American Meat Institute.

Under the contest program, which is designed to stimulate effort toward safer operations in both small and large industry plants, certificates will be awarded to plants which complete either three months or 1,000,000 man-hours without a disabling injury. It is pointed out that small plants can "shoot" for the time record and larger units for the man-time mark.

Figures submitted to the Institute will be classified by code and then issued for a comparative check to the participating packers. To be competitive and comparative the returns will be classified into plants conducting both slaughtering and processing operations and those doing processing only. Each classification will be further divided into six groups according to size of operations: under 250,000 man-hours per year; 250,000 to 500,000 man-hours per year; 500,000 to 1,000,000 man-hours per year; 1,000,000 to 2,000,000 man-hours per year; 2,000,000 to 4,000,000 man-hours per year and over 4,000,000 man-hours per year.

Prior tabulation of accident frequency figures by the AMI showed a wide spread between the various plants within a size group and between the groups. At the time of the study, plants with over 500 employees had a frequency rate of 12.4; those with 250 to 500 employees, 27.3; those with 125 to 250 employees, 85; and those with less than 125 employees had 41.5.

The Institute is sponsoring the contest in the hope that participation will provide company management with a yardstick to measure the safety of its own operations and provide a goal to shoot at. Meat packers are requested to send in their July safety figures to the Institute. If some lack the forms, they may be secured from the department of packinghouse practice and research.

## Wilson Cafeteria Manager Wins in Tee-Pak Contest

William McFaden, plant restaurant manager for Wilson & Co., Inc., Chicago, won first prize in the second "How Did You Do It" contest sponsored by the Transparent Package Co. of Chicago.

He received a \$100 U. S. savings bond for his promotion of "Hearty Potato Soup with Salami." The monthly contest is sponsored in connection with Tee-Pak's ready-to-eat manual, "New Ideas for Efficient In-Plant Feeding," and is designed to encourage greater use of ready-to-eat meats for in-plant feedings. All cafeteria managers are eligible to enter.

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Department Has Developed  
LOW COST Packaging Systems  
for 6 and 8 Ounce**



**SLICED  
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MEAT  
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The proven sales building Stop-lite package developed by MILLER & MILLER has met consumer acceptance from coast to coast. It's the choice of super markets everywhere. Our experience in helping chains to set up central pre-packaging and helping them with their sales can be valuable to any packer that is starting to prepackage his own lunch meat.

Actual full color illustrations of the meat will help you build sales. There's no plate charge for using our illustrations.



**HEAT SEAL BANDS  
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Sparkling high gloss colorful bands designed with an eye to sales. Let us quote on your present band requirements or we'll submit new designs if you prefer. BUT... BE SURE TO GET OUR LOW PRICES.



**GREASEPROOF LABELS  
FOR ALL PURPOSES**

Special greaseproof labels to use with your present bacon wrap to announce "THICK SLICES," a "SPECIAL SMOKE" or "HALF SIZE SLICES" will increase sales. TRY IT!!! Special greaseproof labels for hams, wieners, etc.

**HEAT SEAL, PRESSURE SENSITIVE SELF  
SEALING and GREASEPROOF LABELS can  
be furnished in ROLLS, DIE-CUT or FLAT!**

EVERY TYPE LABEL FOR THE MEAT PACKING  
INDUSTRY

**TO GET MORE OF  
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call MILLER & MILLER**



Our large volume enables us to "gang print" most labels to save you money and give you better quality. Sketches submitted at no cost. Let us adopt your labels to your regular trade mark. MAIL REQUESTS PROMPTLY HANDLED.

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LABELS for CRY-O-VAC  
or any Vacuum Pak Item**



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SPECIAL AUTOMATIC AND SEMI-AUTOMATIC DISPENSERS FOR HIGH SPEED PRODUCTION.

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PLEASE HAVE SALESMAN  
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WE ARE INTERESTED IN  
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PLEASE SEND FREE BOOKLET

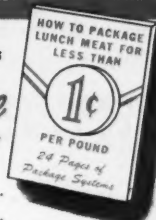
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CITY \_\_\_\_\_

STATE \_\_\_\_\_

GET THIS  
**Free**  
BOOKLET



## U. S. Technical Men Spark Revolution in Turkey

A group of American packinghouse technical men is sparking a Turkish revolution with blessings of the government of Turkey and the Mutual Security Agency of the United States.

The revolution, in the slaughtering and distribution of meat, started July 18 when killing operations began in the country's first national packinghouse at Erzurum, Turkey. Second memorable date was August 6 when the first carload of chilled meat shipped from Erzurum arrived in Ankara, Turkey, and was distributed on that day to the butchers of the city.

This progress toward the establishment of a meat industry in Turkey is

described in a letter received by THE NATIONAL PROVISIONER this week from Reynold K. Hughes, formerly of Wilson & Co. and now general manager and director of the project fostered by the MSA and the Turkish government. Start of the project was announced in the NP of February 28.

"The meat from Erzurum arrived in perfect condition, and it was the first time in Turkish history that chilled meat was transported in carload lots from one city to another," Hughes said. "Erzurum is over 600 miles from Ankara, and the chilled meat that arrived from Erzurum was far superior in quality and appearance to anything that has ever been killed in the local municipal abattoir of Ankara.

"Plans are in the making now for



ARRIVAL IN ANKARA of first carload of chilled meat marks start of uniform distribution in Turkey. Carcasses are of fat tailed sheep. Amount of fat on tails sometimes runs over 30 lbs. per animal.

opening a modern butcher shop in Ankara where chilled beef and mutton can be properly and hygienically displayed and sold to the consuming public. This will also, over the years to come, revolutionize the type of meat markets throughout the country and the manner in which meat is sold to the public."

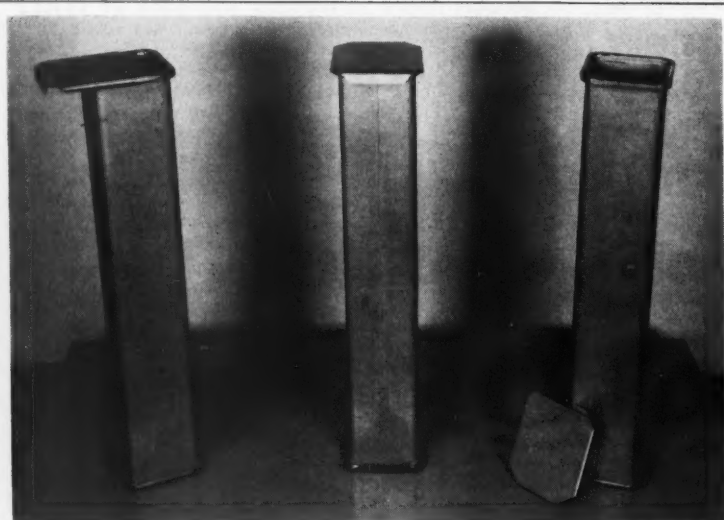
The project headed by Hughes calls for the construction of four packinghouses costing from \$3,000,000 to \$5,000,000 each, located in Erzurum, Konya, Ankara and Istanbul. Also to be erected are 12 or 13 cold storage warehouses or ice making plants to furnish facilities for proper preservation of the meat and other food products distributed throughout the country.

According to Hughes, the daily kill capacity of the packinghouses will be as follows:

Erzurum	2,100 sheep	300 cattle
Konya	3,600 sheep	200 cattle
Ankara	1,800 sheep	200 cattle
Istanbul	1,500 sheep	200 cattle

Their object, he said, is to provide uniform distribution of meat throughout Turkey, thereby avoiding the seasonal supply peaks and valleys which exist today and to make it possible to ship chilled meat to the consuming public in all parts of Turkey. Heretofore, live animals have had to be shipped to each city to be killed in local abattoirs.

Other Americans assisting the Turkish government in the fulfillment of the program are: general superintendent, William Lexier, formerly of Braun Bros., Troy, Ohio; livestock buyer, Lewis B. Peggs, Kingan & Co.; master mechanic, Elmer N. Anderson, formerly of Geo. A. Hormel & Co.; veterinary, Dr. R. F. Kielsen, formerly of the U. S. government; killing superintendent, Edward Kiefer, formerly of Swift & Company; chief architect and designer, R. J. McLaren, R. J. McLaren Architect and Engineer; refrigeration engineer, R. R. McAlister, formerly of Oscar Mayer & Co.;



Patent Applied for

## Machine Tapering makes it tight!

Here is the new Winger Loaf Mold! The first to make sturdy bars at the ends, now Winger is first to improve this by machining! See for yourself how tightly the cover fits over the bar's smooth tapered edges. It's a positive fit—no chance for the cover to work loose, yet it is removed easily! Now available in 14, 16 and 18 gauge. Let us know your needs. We will be pleased to submit quotations.



Cover slides on easily.  
Quickly removed.

FABRICATORS OF STRUCTURAL STEEL  
STAINLESS STEEL AND ALUMINUM



**WINGER**

**MANUFACTURING CO.**  
OTTUMWA, IOWA

"BACKED BY YEARS OF PACKING PLANT ENGINEERING"

boiler and pipe engineer, H. E. Richards, formerly of Austin Co.; secretaries, Mrs. R. F. Kielsen, formerly of the American Meat Institute, and Miss Judy Anderson, formerly of the Teague Lumber Co.; MSA representative, C. P. Barnett, formerly of Wilson & Co., and accountant, J. E. Skram, formerly of Hill Packing Co.

## Wholesale Meat Prices Continue Downward Trend

For the third straight week, meat prices at wholesale again declined during the week ended August 11. The decline was 2 per cent during the week and the government index of general wholesale meat prices now stands at 20 per cent below the same period of 1952.

This is the season when, because of erratic receipts and fluctuating demand, prices of some cuts have gone up or down almost daily. But the general trend, considering all kinds and cuts of meat, has been downward.

Illustrative of how costs of getting meat to America's consumers have increased are revised freight rate indexes just issued by the U. S. Bureau of Agricultural Economics. The index for all agricultural commodities increased 61 per cent between 1945 and 1952. The range was from a 44 per cent increase in the case of fresh fruits to a record high 84 per cent increase in the freight rate for fresh meats. Rail freight rates for livestock increased 74 per cent.

## Can-Pack Profit High

A net profit of \$4,400,598, highest in the company's history, is reported by Canada Packers, Ltd., in the firm's annual report for the year ended March 25, 1953. It compares with \$1,964,545 in the preceding year, when results were adversely affected by the U. S. embargo against Canadian livestock and meats because of a foot-and-mouth outbreak, and with \$4,100,000 in the year ended March 26, 1951. Dollar sales, however, registered a 1 per cent decline from the all-time high of \$390,000,000 in 1952 to \$386,000,000 in 1953, reflecting a downward trend in prices.

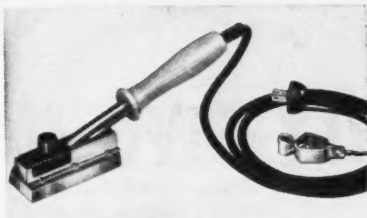
Meats, which constitute 60 per cent of the dollar sales of Canada Packers, declined an average of 22 per cent in price, accounting for the overall drop, according to J. S. McLean, president of the firm.

## \$150,000,000 Trade Pact

Russia and Argentina have signed a \$150,000,000 trade agreement. Argentina is to supply \$75,000,000 in lamb, pork, linseed oil, wool and hides. In return, Russia will supply an equivalent amount in petroleum, coal, steel, drugs, dyes, farm machinery and oil drilling equipment.

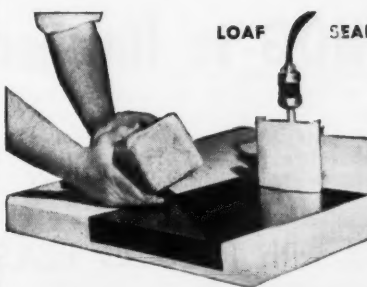
## GREAT LAKES HEAT SEALING EQUIPMENT

provides high-speed production . . . at amazingly low prices!



### HAND SEALING IRON DELIVERS NEW ECONOMY — REAL SATISFACTION

HS-5 Iron has genuine Calrod heating element warranted for full year against burnout. Adjustable thermostatic control with 100 to 600° range balanced for easy handling. Aluminum-faced iron for sealing cellophane, only \$11.50. Other models for sealing sensitive films (acetate, etc.) as well as stainless-faced irons. Write!



LOAF

### SEALER SAVES TIME . . . LOWERS CASING COSTS

Saves up to 2 inches of casing on every loaf . . . produces a neater and more attractive loaf in less time . . . eliminates tying! Teflon-covered aluminum sealing plate seals quickly . . . positively! Thermostatic control . . . adjustable for any desired temperature. Stainless base plate mount, ready for operation. \$29.50. Order today!

WRITE FOR FULL DETAILS TODAY!

## GREAT LAKES STAMP & MFG. CO.

2500 IRVING PARK ROAD

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## NEW 1953 CROP

# DICED RED PEPPERS

PACKED SIX #10 CANS PER CASE  
IMMEDIATE DELIVERY

**SCHOENFELD & SONS**  
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## SAVE FINGERS

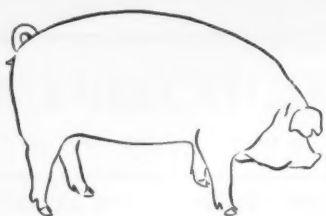
Maintain Production  
Win Employee Acceptance

Use the FLYNN SAFETY HANDLE — a sturdy metal guard that can be shifted to the position that "feels right" for everyone. Permits use of either right or left hand, allows boner to pull blade toward him or to work away. Feeling of real safety builds operator's confidence . . . increases his speed and production!

Write for full particulars and prices!

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## From live HOG to finished BACON

■ Bellies infused with PRESCO FLASH CURE in the PRESCO HYDROJET are ready for smoking shortly after injection.

The finished product can be sliced within 24 hours from time of infusion. High yields are accompanied by superior color, flavor and holding qualities.



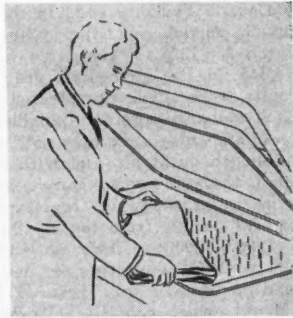
Simply take meat.



Place meat on HYDROJET.



Pull HYDROJET handle down for 4 seconds.



Release handle and remove infused meat.

# Preservaline Manufacturing Company

## HOME OF PRESCO PRODUCTS

Flemington

New Jersey

### Flynn Named Sales Manager Of Expanded Herrud Firm

A. Thomas Flynn, jr., of Chicago has been appointed sales manager of Herrud & Co., Grand Rapids (Mich.) meat processors, by Carl S. Herrud, president. Flynn recently was a Michigan representative for the William J. Stange Co., Chicago, purveyor of seasonings to the food industry.



A. T. FLYNN

Now said to be one of the largest plants in the United States specializing exclusively in sausage meats, the Herrud company was founded in 1918 by the late Andrew Herrud with three employees and one horse-drawn delivery wagon. The firm is celebrating its 35th anniversary by the recent expansion of its plant at 542 Grandville ave., S.W., by 25,000 additional square feet and a 50 per cent increase in production facilities.

One of the new features of the modernized plant is an original conveyor system designed by Herrud and built by the Rapids-Standard Co. of Grand Rapids. The system quadruples the hourly production rate of wrappers of sanitary cellophane packages of meat products in the huge cooler room.

### Six-Story Building Going Up But Won't Ever Be Seen

Progress on a new, substantial but "never to be seen" six-story structure at Geo. A. Hormel & Co., Austin, Minn., is reported in the *Hormel Squeal*.

The building is a replacement and addition to a former four-story collection of structures, once exterior buildings but surrounded with later construction. The replacement job is being done without stopping production.

The first floor, when completed, will be used for general area work, the second for a refrigerated shipping room, the third for a smokehouse cooler, the fourth for a hog cooler and probably also for box manufacturing, and the top two floors for new banks of modern smokehouses.

### Neuhoff to Begin \$100,000 Livestock Pen Expansion

Construction will begin next week on a \$100,000 expansion of livestock pens at Neuhoff Brothers Packers, Inc., Dallas, Tex., Henry Neuhoff, jr., president announced.

The present capacity of the firm's livestock pens will be more than doubled to provide a ready cash market and to help build Dallas as a cattle center, according to Neuhoff. He said the expansion will bring the total area to 55,000 sq. ft. and enable the firm to handle 6,000 hogs or 1,700 cattle at one time.

Annual purchases of livestock by the company in Dallas total \$10,000,000.

The new pens will be constructed to permit cleaning with power sweepers and will have concrete floors and an asphalt and gravel roof.

### 2,500 to Get Service Pins As New Libby Reorganization

Libby, McNeill & Libby, Chicago food canners, has announced the inauguration of a service recognition program. It provides that an employee will receive a service pin after ten years of continuous service and another one every five years thereafter.

There are 2,500 employees eligible for service pins. The first pin will go to Matt Wisinski of Libby's Blue Island (Ill.) plant in recognition of 46 years' continuous service, longest of any active employee.



FORTY YEARS of service with Swift & Company is the record of A. L. Scott (left), head of the firm's beef department, who is congratulated by Vice President P. C. Smith. Scott's first job with Swift was as a car checker on the beef loading dock in Kansas City.

### PERSONALITIES

### and Events

### OF THE WEEK

►Porter M. Jarvis, executive vice president and director of Swift & Company, has been elected a member of the University of Chicago board of trustees.

►First step toward a new permanent home for the American National Cattlemen's Association has been taken with purchase of a building site near the downtown hotel and business district in Denver, Colo. A. A. Smith of Sterling is chairman of a special building committee.

►Vesicular exanthema in swine, meat inspection and other industry problems were discussed at a recent session of the Florida Meat Packers Association in Orlando. President of the association is A. H. Goedert of Jacksonville.

►Wilson & Co.'s six-horse hitch, from the famous Clydesdale horses to the 58-year-old packer delivery wagon, was a center of interest at the Illinois State Fair in Springfield.

►T. R. L. Sinclair, executive vice president of Kingan & Co., Indianapolis, was guest columnist recently in the *Indianapolis Times*. His subject—Kingan & Co. Sinclair said the firm is putting greater emphasis on local business and that sales in Indianapolis are 36 per cent ahead of a year ago.

►Robert M. Davenport has left the American Meat Institute Foundation to become technical director and associate sales manager in charge of industrial sales for the Diamond Crystal Salt Co. of St. Clair, Mich.

►Col. Edward N. Wentworth, director of Armour and Company's livestock bureau, will give demonstrations on judging quality of livestock in Wichita Falls, Tex., September 15 at a clinic sponsored by the Wichita Farm & Ranch Club.

►George A. Hormel & Co. is getting a big welcome in Fort Dodge, Ia., where it now is operating the former Tobin Packing Co. plant. The Fort Dodge *Messenger and Chronicle* recently devoted two pages to the firm, giving highlights of company progress since its founding in 1891 at Austin, Minn. Pictures included several interior and exterior shots of the Fort Dodge plant and photographs of board chairman Jay C. Hormel,

president **H. H. Corey**, executive vice president **R. E. Gray** and the two new Hormel officials at Fort Dodge, **O. L. Marquesen**, general manager, and **E. C. Alsaker**, office manager. Marquesen told the newspaper that the volume of manufacturing will be increased at Fort Dodge. "Although there always will be some carloads of green meat sold, we eventually intend to reduce the percentage of it very materially," he said.

►Certificates of award were presented recently to 13 employees of the Swift & Company St. Joseph (Mo.) plant in recognition of their completion of a two-year business course at the plant. The course is open to all employees and is designed to acquaint the students with all parts of the company's business. The St. Joseph *News-Press* carried a picture of the group with **E. G. Six**, general manager; **W. W. Finney**, superintendent; **George Ziph**, instructor, and **T. V. Teare**, industrial relations department.

►**Jos. R. Walsh Co.**, provision brokers of Chicago, has announced the formation of a partnership known as Walsh-Brown Company. **Joseph R. Walsh**, **Al J. Brown** and **Ray H. Brown** are partners in the concern which will have offices at the Austin-Madison bldg., Chicago 44.

►Operations have begun in the new plant of the American By-Products Co., Yakima, Wash., which represents an investment of \$100,000, according to **L. D. Krum**, president and manager. The plant replaces one owned by the Gibson Packing Co., destroyed by fire March 17, 1949. After the fire, Krum bought the business and formed a corporation with his two sons-in-law as officers. They are **James Dobbs**, vice president and assistant manager, and **Howard Lindkugel**, secretary-treasurer.

►A new Peru (Ind.) distributing plant of Peter Eckrich & Sons, Inc., Fort Wayne meat products company, is expected to be ready for use early this fall. The new building will be the most modern of the 14 Eckrich distributing centers.

►The Panhandle Packing Co., Pampa, Tex., recently slaughtered 160 head of cattle in one week for a company record. **W. H. Burden**, **Sam C. Dunn** and **Paul Crouch**, who founded the firm eight years ago, are planning an expansion. They said the company buys and processes annually more than \$750,000 worth of beef in addition to its pork output.

►Funeral services were held in Highland Park, Ill., this week for **Charles Milne Macfarlane**, who died at the age of 87. He started to work for the old Morris & Co., Chicago, in 1891 and retired in 1923 as vice president, treasurer and director of the company.

►**W. O. Loy**, Wilson & Co.; **V. L. Turgasen**, Armour and Company, and **L. C. Brown**, Swift & Company, are

members of a civilian research and development advisory committee on fat spreads that met recently with staff members of the Quartermaster Food and Container Institute for the Armed Forces in Chicago to discuss military use of canned margarine.

►**Herbert B. Pearson** is in charge of the new Charlotte (N.C.) branch of the Farmer Jim Sausage Co., Raleigh. Thirty-six products, including hot and mild sausage, smoked sausage, frankfurters and luncheon meats, are processed daily at the company's plant outside Raleigh and shipped to Charlotte. **E. D. Swain** is president of the firm.

►The United Livestock Producers Association, formed this summer to fight for cattle price supports, drew up a constitution and by-laws recently in Dalhart, Tex., and voted to hold its first annual meeting September 14. The organization claims 1,000 members in Texas, New Mexico, Oklahoma, Colorado and Kansas.

►A charter of incorporation listing capital stock of 200 shares, no par value, has been granted to the Lawrence Packing Co., Inc., meat packing business in Rockaway, Nassau County, N. Y. Directors are **Marion Boyle**, **Frank Ahearn** and **Edgar Hills**.

►Atlantic Meat Packers, Ltd., is planning to build a plant in Halifax, Nova Scotia, for slaughtering, meat processing and packing.

►**Merrill Werts**, who was sales manager of the beef department for John Morrell & Co.'s Memphis, Tenn. branch, has been appointed director of the division of marketing of the Kansas State Board of Agriculture. Formerly Werts was in the agricultural service department of Morrell's at Topeka, Kan.



READY TO TIE INTO a half ton of barbecued ribs and Italian-style pork sausage prepared by the Reliable Packing Co., Chicago, members of the Reliable Employees Mutual Benevolent Association and their families arrive at the association's tenth annual picnic. The plant provided bus transportation for 300 picnickers and even hoops from its discharged slack barrels for the annual hoop race. REMBA Officials Art Jacobs and Fred di Pasquale were in charge of arrangements.

►**H. L. Christiansen**, formerly personnel director at the Cudahy (Wis.) plant of Cudahy Bros. Co., has been named superintendent of employment at the Beloit plant of Fairbanks, Morse & Co.

►A partner and secretary of Ray Weeks and Sons Co., Inc., Richmond, Mich., **Dean Weeks** died recently at the age of 33.

►The nutritious value of meat must be pointed out to the buyer to increase meat consumption, **R. C. Pollock**, general manager of the National Live Stock and Meat Board, emphasized recently in Omaha. He addressed a meeting of stockmen and businessmen at the Omaha Athletic Club.

►One hundred persons attended a recent testimonial dinner in Boston honoring **Jake Stark** on his retirement as general superintendent of the Armour and Company sausage plant there. He served the firm in Milwaukee, Chicago and Detroit before being placed in charge of processing in Boston in 1935. Stark contributed many innovations to the processing industry in those years.

►**Israel Forman**, who purchased Barnett Brodie, Inc., at 123 Walton st., Brooklyn, N. Y., three months ago, has installed new equipment, purchased new trucks and arranged to take over the adjoining building for increased sausage operations.

►Thirty-four Swift & Company men serving on boards of education across the nation were cited in the July issue of *Swift News*.

►The John McKenzie Packing Co., Inc., Burlington, Vt., has purchased 83 acres adjoining its property.

►**Alvin P. Lewis**, retired manager of the Bowman Provision Co., Augusta, Ga., died recently following a long illness.

►**Alex Spink**, safety director for Kingan & Co., Indianapolis, and Mrs. Spink returned recently from a six-week trip to Ferryden, Scotland, where both were born. It was Spink's first trip back since he came to this country in 1923.

►Fire of undetermined origin caused damage estimated at \$20,000 in the Aaron Bros. Packing Co., Augusta, Ga.

►Excelsior Quick Frosted Meat Products, Inc., New York City, has announced the appointment of **Frank T. Shaughnessy, Jr.**, as sales representative for its New England territory, excluding Albany, N. Y. Prior to joining Excelsior Shaughnessy was sales supervisor for Food Enterprises of Boston.

►Police in East St. Louis, Ill., reported that the theft of \$30,000 to \$60,000 worth of hams in 18 months from the Hunter Packing Co. has been solved with the arrest of three employees.

►Presentation of engraved belts to employees with more than ten years' service was the highlight of a din-

ner given recently by the Virginia Packing Co., Virginia, Ill. **Harry Devlin**, sales manager of the firm, said the reaction to the party was far greater as a good-will builder than had been anticipated.

► **M. D. Gilchrist**, president of the Columbus Packing Co., Columbus, Miss., reported to police that an 800-lb. safe was stolen recently while the plant was closed for the week end.

► **P. E. Andrews** has been appointed district superintendent for Armour and Company at Albany, N. Y. He formerly served the company as quality control supervisor, with headquarters at Jersey City.

► **Lester J. Utz**, who has been serving as first vice president of the Producers Livestock Cooperative Association, Columbus, Ohio, is the new president of the group, succeeding the late **B. B. Brumley**. Utz also was named as a director of the National Live Stock Producers Association, Chicago.

► About 300 hogs exhibited at the Illinois State Fair were purchased by **Norman Brown**, buyer at the Springfield stockyards for the Independent Packing Co. of St. Louis.

► **Lawrence H. Hodges** has left the employ of Armour and Company after 23 years to become public relations engineer of the Barrow-Agee Laboratories, Inc., Memphis, Tenn. He had been in charge of Armour chemical laboratories at Jackson, Tenn., and Forrest City, Ark.

► The smoke abatement program of the Swift & Company plant in Cleveland, Ohio, was commended recently by the city's air pollution chief, **Howard J. Scott**. He said the firm is spending a large sum for new equipment to eliminate sootfall.

### John E. O'Neill, NIMPA Leader, Dies in Michigan

**John Edward O'Neill**, 63, president and general manager of the Mission Provision Co., Inc., San Antonio, Tex., and last year's NIMPA board chairman was taken ill last week while on vacation in his native state of Michigan and died in a Muskegon hospital.

A veteran of 46 years in the meat packing industry, O'Neill began work for Swift & Company in Chicago at the age of 17. After a series of promotions, he became manager of Swift's San Antonio plant.

In 1921 he left the firm to organize the Mission Provision Co. and served since then as president and general manager.



J. E. O'NEILL

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NEW WONDER (So-Smooth Type)	X	X	X	X
WONDER (Regular Type)	X	X	X	X
WONDER (So-Smooth Type)	X	X	X	X
SPECIAL (Regular Type)	X		X	X
SPECIAL (So-Smooth Type)	X		X	X
OSS (Completely Soluble)	X	X	X	X

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## Use of Inedible Animal Fats in Commercial Feeds is Spreading Fast

Use of stabilized inedible animal fats in feeds is being applied commercially at a very rapid rate, the American Meat Institute Foundation revealed this week in summarizing current research and commercial developments in this field. The Foundation said that the major reasons behind the decision of commercial companies to add stabilized animal fats to their feeds are as follows:

- 1) Nutritional advantages (increased caloric value, increased palatability and utilization of nutrients); 2) Control of dustiness in feeds or feed ingredients; 3) Decreased wear of the mixing machinery; 4) Improved appearance or "feel" of the ration; 5) Ease of pelleting the feeds; 6) Improved appearance of the animal, and 7) Favorable price for the fat.

The Foundation also reported that further experimentation in its laboratories, supported by a contract with the U. S. Department of Agriculture, has shown that the reproduction and lactation performance of dogs fed 4 per cent choice white grease (stabilized with antioxidants) in addition to the basal ration was excellent. The young pups from bitches fed this ration gained more rapidly than from those fed the basal ration without added fat. Other experiments confirmed early findings that the vitamin A stability of the rations during room temperature storage was enhanced by the addition of stabilized fat.

Studies that have been conducted at other research institutions or that now are in progress also show that the use of inedible animal fats in beef and dairy cattle (both for milk production and in calf starter rations) and swine rations offers a great deal of promise.

The Foundation commented that reason No. 7 in the second paragraph, "favorable price for the fat," warrants some attention by the meat industry producing inedible animal fats. Many feed companies have shown reluctance to start addition of animal fats because of anticipated wide fluctuations in the price. Although various estimates have been given for the maximum price that feed manufacturers would be willing to pay for inedible animal fats (for example, 7c a lb.), it is important to point out the estimated supply to prospective users of animal fats.

In a recent article in the *Journal of Agricultural and Food Chemistry*, Raymond H. Ewell of the Stanford Research Institute, points out that it is estimated that by 1957 an annual surplus of 1,100,000,000 lbs. of animal fats will be available and this level of production based on current usages will be maintained for several years. He states that the use of animal fats in

feeds is one of the most promising outlets for this surplus fat. It is apparent that the use of fats in feeds offers a major outlet since if 2 per cent were added to only one-half of the total feed production, 760,000,000 lbs. would be utilized annually.

Another important aspect that has come to the attention of the Foundation is the role of specialized flavoring agents in feeds. The use of these

agents has many implications which should be evaluated by the manufacturer of feeds. The use of such an agent to mask off-odors and flavors due to rancidity would be defeating the purpose of a good mixed feed. The presence of rancidity may result in loss of nutritive value and potency of vitamins A, D, E, and some of the B-complex. It is apparent that the prevention of rancidity by use of suitable antioxidants is advisable to avoid destruction of feed nutrients. The use of flavoring materials to mask rancidity will not prevent the destruction of nutrients in rancid feeds.

## Leon's Takes a Big Step Forward

(Continued from page 15)

and drains. These thin fin coils were part of the original plant. A separate 5-ton Reliance compressor supplies the refrigerant needs.

In this cooler also are stored the various canned meats, both foreign and domestic, along with dry sausage.

The sausage holding cooler has Westinghouse germicidal lamps which prevent mold development during normal holding periods. These lamps operate only during non-work hours, yet this is sufficient to prevent bacterial development.

From the sales cooler product moves in wooden order trucks to the scaling and packing station. There is only one exit in the plant, giving the checker a degree of control over jobber personnel moving in, about and out of the plant. This is essential as jobbers frequently assemble their own orders.

Recently the firm purchased several stainless steel Globe sausage cages with mated stainless sausage sticks, equipment that management reports is very easy to keep clean.

In merchandising such items as head cheese, Irvin relates that overwrapping the natural casing with a Visking casing aids in the sales of the product.

While this item normally moves well in winter months, it frequently is a slow seller in summer. The overwrap dresses up the product and helps retain sales volume.

All the electrical controls, including the transformer for receiving the purchased power, are located in a small totally enclosed section at the rear of the plant. Management believes the controls, housed in a dry area, will perform better for a longer period. An oil fired 50-hp Enterprise Scotch Marine boiler was added to the old boiler which now serves as a standby unit.

The new plant, with its spic and span tiled walls, gleaming stainless steel equipment, staff of 20 trained employees and adequate temperature and power requirements, is vastly different from the Army field kitchens where Leon learned the sausage making trade.

"However, the principles of good sausage making are the same today as the fundamentals we learned in the Army years ago," Leon said. "All these wonderful mechanical and sanitary aids help us make a better product only as long as we adhere to the teachings of the past."



Mike Tiahnybik takes quick inventory of products in holding cooler bays prior to determining next day's production schedule for certain items.

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The NEW high albumen  
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## FLASHES ON SUPPLIERS

**THE GRIFFITH LABORATORIES, INC.:** This Chicago firm has petitioned the Meat Inspection Division, Bureau of Animal Industry, for permission to sell seasonings containing ascorbic acid to federally inspected sausage plants. Griffith reports that the firm has for several years sold this type of seasoning formula to uninspected sausage manufacturers as an easy, economical way of stabilizing color while flavoring the meat.

**BEMIS BRO. BAG CO.:** W. F. Mulvaney, sales manager of Bemis' multi-wall paper bag plant at Peoria, has been appointed supervisor of multiwall paper bag sales for the entire company with headquarters in the St. Louis general offices. Mulvaney succeeds C. W. Akin, who was made assistant director of sales. R. L. Baker, jr., assistant sales manager at Peoria stepped into Mulvaney's former post. K. W. Koechig, who joined Bemis in 1943, has been made supervisor of small paper bag sales.

**DEWEY AND ALMY CHEMICAL CO.:** John Copeland, formerly president of the Corsicana Poultry and Egg Co., will cover Texas and Louisiana as sales representative for the Cryovac division. He will headquarter in Corsicana, Tex.

**CHAIN BELT CO.:** This Milwaukee firm has announced the purchase of Shafer Bearing Corporation, Downers Grove, Ill., for the purpose of broadening the markets of its power transmission products. The addition will operate as the Shafer Bearing division of Chain Belt Co.

### New USDA Handbook Out With 1952 Livestock Data

The 20th annual edition of "Livestock Market News Statistics and Related Data," handbook for 1952, has been issued by the USDA livestock branch. The handbook contains extensive, useful information relative to the livestock and meat industry, with statistics through the 1952 calendar year.

Examples of statistical data included are: livestock on farms and ranches as of January 1; livestock receipts at public markets; federally-inspected slaughter by months; cold storage holdings of meat and lard; exports and imports of meat; prices of livestock and meat; meat production and consumption and average live and dressed weights of livestock.

### Financial Notes

The board of directors of Wilson & Co., Inc., has declared a regular quarterly dividend of \$1.0625 per share on the \$4.25 preferred stock, payable October 1, 1953, to the stockholders of record September 14. No action was taken on the common dividend payments which were suspended August 8, 1952.

# NEW EQUIPMENT *and Supplies*

## GERMICIDAL LAMPS—

Ultra Violet Products, Inc., has a line of germicidal lamps that are said to protect and hold meat in coolers with minimum loss. Called Sterilaire, the lamps operate in the 36-42° temperature range. They feature a spectral finish aluminum reflector for maximum reflection. Accessory baffles are available to divert cold air from the tube, insuring efficient tube operating temperature. The lamps come in 18- and 36-in. sizes. As a rule of thumb for computing the lamps needed for a given area, the maker states that 1 in. of tubing will protect meat in 4 to 6 sq. ft. of floor space. The lamps are said to reduce trimming losses due to mold and slime, reduce weight loss caused by shrinkage and hasten the aging process by holding meat at 40° F.

**NEW VAT DUMPER—**A hydraulically operated vat dumper features versatility and speed. Fork trucks or high and low lift platform



trucks, hand or rider type, can be used to deliver vats or bacon boxes into the dumper. Holding clamps on the dumper are adjustable to handle vats or boxes of varying heights. Contain-

ers of hams, bellies, squares, picnics and other products can be emptied at a rate of 25 units per hour. By controlling the rate of tilt, one operator can unload product fast enough to keep a large crew of washers, trimmers, branders, stockinettors, etc., busy. Equipment includes an electric solenoid operated valve, push button controls, air-cooled motor with hydraulic pump, and fully enclosed reservoir. Called Hydro Vat Dumper, the unit is made by Materials Transportation Co., Chicago.

\* \* \*

## COMPACT ICE MACHINE

—Hard, clear pebble-type ice, which is similar to crushed ice but is said to be dry and non-mushy, can be



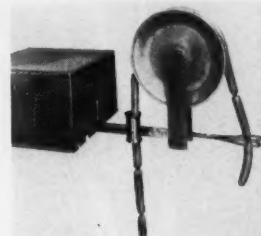
produced with a new machine at rates to 800 lbs. per day. The unit takes less 1 sq. yd. of floor space and is 39 in. high. Having only three moving parts, the machine features an automatic cut-off switch which controls ice overflow no matter what type storage container is used. The maker, Ajax Corporation of America, Evansville, Ind., says the machine wastes less than 3 gals. of water per day.

\* \* \*

## DE-STRINGING MACHINE

—A new machine reportedly can de-string up to 900 lbs. per hour of frankfurters which have been linked by the Linker Machines, Inc., unit. The machine is a companion unit to models of frank peelers which requires de-

stringing prior to peeling. Currently some sausage makers perform this operation manually by having an employe whip the whole strand. Inventors of the

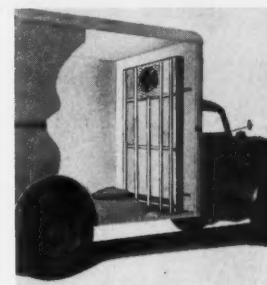


unit are Owe Toennies and Ed Anderson, both of The E. Kahn's Sons Co., Cincinnati, where the machine has been employed successfully for several months. Inquiries should be directed to "String-A-Way," the name of the unit, c/o The E. Kahn's Sons Co.

\* \* \*

## TRUCK REFRIGERATION

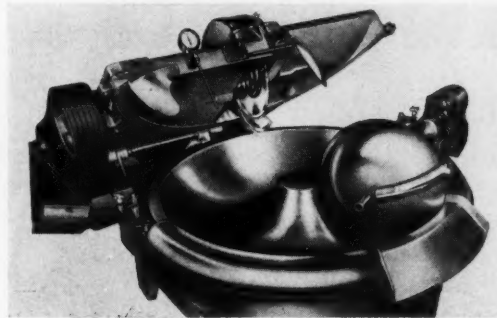
—The Dole Refrigerating Co., Chicago, has introduced a compact eutectic blower system said to provide uniform temperature in any 12-ft. low-temperature body. The unit is made to be powered by a truck-mounted compressor driving over-the-road operation and



with plug-in for standby operation. Because of the eutectic, desired temperatures are maintained during stopovers and stored cold is available for several hours in case of mechanical failure. Called Truck-Cel, the unit consists of Dole ¾ in. Holdover plates of about 13,000 btu. capacity mounted in a steel case with a 10-in. fan for air circulation. It is 63 in. high, 31 wide and 9¼ in. deep.

## SILENT CUTTER HAS NEW KNIFE SETTING—

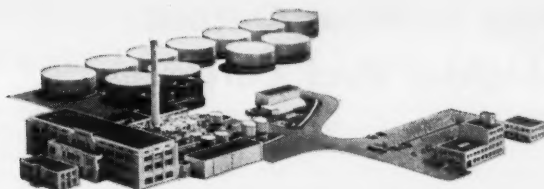
Graduation in blade clearance to assure even work performance by each knife is new in this silent cutter. The knives which first cut the oncoming meats have the largest clearance between the cutting edge and the bottom of the bowl, while those which cut last have the smallest clearance. The maker reports that this assures an even distribution of the work



load on all the knives rather than the first few doing most of the work. Consequently, chopping time is lessened and the product temperature increase is smaller. Due to the lower overload, power requirements are not as great. Knives are sharpened less frequently as they all wear at about the same rate. A self-raising lid uncovers the entire bowl, facilitating cleanup operations. The knife spindle is completely enclosed to prevent meat entry or seepage of oil. The motor and gear reducer are located under the bowl and apply power directly to the bowl. They are completely enclosed in a lubricated housing and provide a grease-free source of power. Made by The Globe Co., Chicago, the cutter comes in 400- and 600-lb. capacities.

# Remember when *Monosodium Glutamate* was a horrid word?





NOT MANY YEARS AGO monosodium glutamate was the ugly duckling of the food processing industry. Its name lacked sales appeal. Just plain homely. Its reputation wasn't too well established either. The government even called it artificial flavoring and seasoning. Though food processors were becoming aware of its value in enhancing and holding natural food flavors, they were reluctant to put it on their labels. Consumers shied away. Remember? It was a horrid word. Now, only a few years later, this large Ac'cent plant at San Jose, California, has been expanded for the second time to keep up with the demand for monosodium glutamate.

Well, what happened? What changed the buying habits of millions of housewives? What made it possible for food processors to put out better tasting products and thus win more customers, more repeat sales?

A few years ago, 1947 to be exact, Ac'cent launched an educational campaign. It was the first serious attempt to tell producers and consumers about the benefits and value of monosodium glutamate. It is a continuing program...the most extensive to date. It has been so successful and so effective that consumers now not only accept monosodium glutamate on labels, they *look for it!*



Like the housewives' attitude, the government view changed, too. It was influenced partly by the Ac'cent educational campaign and partly by our research work which has greatly extended knowledge of this remarkable food product.

Ac'cent has carried on research since 1946 on almost every phase of monosodium glutamate—new uses, practical application methods, uniformity of crystals. Most of the information that exists has been developed by Ac'cent, whose sole job is the making of pure monosodium glutamate. As a

result, no other manufacturer of monosodium glutamate has such a vast and complete store of scientific information on the subject—much of it unpublished.

No other manufacturer of monosodium glutamate has the invaluable technical service that Ac'cent can make available to you. Our 75-man research and development staff is ready to help you immediately with specific solutions to your specific problems, even to the point of designing new machines. This service, of course, is yours for the asking—one of the extras you get with Ac'cent's always dependable crystals, the most standard and uniform in the industry.

Many of the leaders in the food industry already have used our facilities. In fact, a list of our customers would read like a Who's Who of the food processing industry. And an important thing to remember is that many of them are becoming leaders after consulting and working with Ac'cent technical service people.

To meet their growing needs, our customers are assured of a steady supply of monosodium glutamate—for Ac'cent, the world's largest producer of pure monosodium glutamate, has convenient warehouse stocks located in every key market. The expanded capacity of our plant at San Jose is



further insurance against a possible supply shortage.

The next time you order monosodium glutamate, specify Ac'cent. You get so much more when you do.

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## Week's 4 % Drop In Meat Output Due Mostly To Lighter Beef Carcasses

**P**RODUCTION of meat under federal inspection last week declined 4 per cent from the week before largely on the lighter average weights of cattle and hogs, according to a U. S. Department of Agriculture report. The

which resulted in the smaller meat yield of 173,400,000 lbs. as against 176,900,000 lbs. the previous week, when the average carcass weight was 525 lbs. Last year's carcass weight from a total beef output of 139,400,-

drop from the 805,000 killed the week before and 4 per cent less than the 770,000 butchered a year earlier. Production of pork fell to 103,000,000 lbs. from 113,000,000 lbs. the preceding week and 108,900,000 lbs. a year ago. A reduction in the lard yield per 100 lbs. of hog to 13.2 lbs. from 13.5 lbs. the week before helped account for drop in total output of product to 24,500,000 lbs. from 27,400,000 lbs. the previous week and 29,000,000 lbs. last year, when it was 14.8 lbs.

Sheep and lamb slaughter with a 10,000 head gain over the week before, numbered 263,000 head, while a year ago it was 246,000. Production of the meat for the three periods amounted to 11,000,000, 10,600,000 and 10,600,000 lbs. respectively.

### ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended August 15, 1953, with comparisons

	Beef		Veal		Pork (excl. lard)		Lamb and Mutton		Total Meat Prod.
	Number	Prod.	Number	Prod.	Number	Prod.	Number	Prod.	
Aug. 15, 1953	338	173.4	138	20.0	742	103.0	263	11.0	307
Aug. 8, 1953	337	176.9	138	20.0	805	113.0	253	10.6	320
Aug. 16, 1952	260	139.4	89	12.8	770	108.9	246	10.6	272

#### AVERAGE WEIGHTS (LBS.)

	Cattle		Calves		Hogs		Sheep and Lambs		LARD Per 100 lbs.	PROD. Total mill.
Week Ended	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed		
Aug. 15, 1953	513	265	145	250	139	89	42	13.2	24.5	
Aug. 8, 1953	525	265	145	252	140	88	42	13.5	27.4	
Aug. 16, 1952	513	261	144	255	141	94	43	14.8	29.0	

week's output of meat totaled 307,000,000 lbs. compared with 320,000,000 lbs. the previous week and 272,000,000 lbs. a year earlier—a 13 per cent gain over the corresponding 1952 week.

While cattle slaughter at 338,000 head increased about 1,000 over the week before it numbered 30 per cent more than the 260,000 head killed in commercial plants a year earlier. Although a slight gain was noted in slaughter of cattle, it was the lighter average carcass weights (513 lbs.)

000 lbs. averaged out at 536 lbs.

Calf slaughter at 138,000 head was the same as the previous week, but numbered 49,000 more than the 89,000 killed in the like week of 1952. Output of veal at 20,000,000 lbs. remained unchanged from the week before, but showed a 56 per cent increase over the 12,800,000 lbs. turned out in the same week of 1952.

Hog slaughter dropped after four consecutive weeks of gains, and numbered 742,000 head for an 8 per cent

### AMI PROVISION STOCKS

Total of all pork meat holdings for the two-week period ended Aug. 15, dropped 10 per cent below stocks reported on Aug. 1, according to the American Meat Institute. Total pork stocks at 222,700,000 lbs. compared with 246,700,000 lbs. on Aug. 1. A year ago these holdings were reported at 348,100,000 lbs. and the comparable date, 1947-49 average at 276,000,000 lbs.

Total lard and rendered pork fat holdings amounted to 54,800,000 lbs. against 70,600,000 lbs. two weeks before and 117,100,000 lbs. a year ago. The two-year average was 121,600,000 lbs.

The accompanying table shows stocks as percentages of holdings two weeks earlier, last year and 1947-49 average.

Aug. 15 stocks as

	Aug. 1 1953	Aug. 1 1952	1947-49 Av.
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#### BELLIES:

Cured, D. S.	101	85	64
Cured, S. P. & D. C.	95	67	48
Frozen-for-cure, regular	50	17	7
Frozen-for-cure, S. P. & D. C.	74	45	93
Total bellies	87	58	62

#### HAMS:

Cured, S. P. regular	57	40	27
Cured, S. P. skinned, small	84	84	80
Frozen-for-cure, regular	88	81	127
Frozen-for-cure, skinned	94	83	91

#### PICNICS:

Cured, S. P.	92	75	64
Frozen-for-cure	86	61	247
Total picnics	87	64	138

#### FAT BACKS:

D. S. CURED	88	73	72
-------------	----	----	----

#### OTHER CURED AND FROZEN-FOR-CURE:

Cured, D. S.	108	45	47
Cured, S. P.	96	73	49
Total cured	98	64	48
Frozen-for-cure, D. S.	67	20	15
Frozen-for-cure, S. P.	93	48	101
Total other	94	52	61

#### BARRELED PORK

TOT. D. S. CURED	80	31	31
------------------	----	----	----

#### ITEMS

TOT. D. S. CURED	93	82	65
------------------	----	----	----

#### TOT. FROZ. FOR D.S.

CURE	58	18	10
------	----	----	----

#### TOT. S.P. & D.S. CURED

	96	74	59
--	----	----	----

#### TOT. S.P. & D.C. FROZ.

	81	55	115
--	----	----	-----

#### TOT. CURED & FROZEN-FOR-CURE

	80	64	73
--	----	----	----

#### FRESH FROZEN

Loins, shoulder butts and spareribs	91	54	32
-------------------------------------	----	----	----

All other	96	75	100
-----------	----	----	-----

Total	93	63	73
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#### TOT. ALL PORK MEATS

	90	64	81
--	----	----	----

#### RENDERED PORK FATS

	88	85	52
--	----	----	----

#### LARD

	77	46	45
--	----	----	----

### LIGHT, HEAVY HOGS GAIN, MEDIUMS LOSE VALUE

(Chicago costs and credits, first two days of week)

Higher pork prices tended to improve cutting margins the past week, but this was the case only in light and heavy kinds, while rising live prices more than offset the higher meat rates from medium weights, which moved deeper into the minus column.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week

—180-220 lbs.—					—220-240 lbs.—					—240-270 lbs.—				
Pct.	Price	Value	Per	Per	Pct.	Price	Value	Per	Per	Pct.	Price	Value	Per	Per
live	per	per	per	per	live	per	per	per	per	live	per	per	per	per
wt.	lb.	lb.	cwt.	cwt.	wt.	lb.	lb.	cwt.	cwt.	wt.	lb.	lb.	cwt.	cwt.
Skinned hams	12.6	54.6	\$ 6.88	\$ 9.99	12.6	55.5	\$ 6.90	\$ 9.88	13.0	55.3	\$ 7.19	\$ 10.12		
Picnics	5.6	31.2	1.75	2.53	5.5	29.9	1.64	2.34	5.4	27.7	1.50	2.13		
Boston butts	4.2	43.9	1.84	2.68	4.1	41.1	1.69	2.38	4.1	40.1	1.64	2.27		
Loins (blade in)	10.1	56.4	5.70	8.25	9.8	42.4	4.16	5.89	9.7	41.4	4.02	5.69		
Lean cuts			\$16.17	\$23.45			\$14.48	\$20.40			\$14.35	\$20.21		
Bellies, S. P.	11.0	49.8	5.48	7.87	9.5	49.4	4.69	6.67	4.0	48.9	1.96	2.78		
Bellies, D. S.					2.1	35.4	.70	1.00	8.5	33.4	2.84	3.94		
Fat backs					3.2	14.4	.46	.65	4.5	15.6	.70	.98		
Jowls	1.7	22.0	.37	.55	1.7	22.0	.37	.55	1.9	22.0	.41	.59		
Raw leaf	2.2	15.4	.34	.49	2.2	15.4	.34	.49	2.2	15.4	.34	.48		
P.S. lard, rend. wt. 14.8			2.22	3.23	13.3	15.0	2.00	2.82	11.3	15.0	1.70	2.39		
Fat cuts and lard			\$ 8.41	\$12.14			\$ 8.56	\$12.18			\$ 7.95	\$11.16		
Spareribs	1.6	51.6	.83	1.19	1.6	28.4	.45	.64	1.6	21.6	.35	.48		
Regular trimmings	3.2	25.1	.80	1.17	2.9	25.1	.73	1.05	2.8	25.1	.70	1.02		
Feet, tails, etc.	2.0		.20	.29	2.0		.20	.29	2.0		.20	.28		
Offal & misc.			.75	1.10			.75	1.00			.75	1.08		
TOTAL YIELD														
& VALUE	69.0		\$27.16	\$39.34	70.5		\$25.17	\$35.74	71.0		\$24.30	\$34.23		
Cost of hogs			\$25.23				\$25.54				\$25.54			
Condemnation loss			.12				.12				.12			
Handling and overhead			1.95				1.69				1.55			
TOTAL COST PER CWT.			\$27.30	\$39.56			\$27.35	\$38.79			\$27.21	\$38.32		
TOTAL VALUE			27.16	39.34			25.17	35.74			24.30	34.23		
Cutting margin			-\$ .22	-\$ .22			-\$2.18	-\$3.05			-\$2.91	-\$4.09		
Margin last week			-.35	-.56			-1.20	-1.65			-3.16	-4.52		

## End Of July Cold Storage Warehouse Occupancy By Meats Lowest Of Year

COLD storage holdings of meats in the United States as of July 31, dropped to the lowest point in months, with pork at it lowest level for the year to date, a U. S. Department of Agriculture report indicated. The total

age against 13,773,000 lbs. a month before, and 10,092,000 lbs. a year earlier. The July 31 five-year average was 7,231,000 lbs.

Variety meat (offal) amounted to 56,450,000 lbs. compared with 60,453,-

### U. S. COLD STORAGE STOCKS, JULY 31, 1953

	July 31, 1953 1,000 lbs.	July 31, 1952 1,000 lbs.	June 30, 1953 1,000 lbs.	5-yr. av. 1948-52 1,000 lbs.
Beef, frozen	141,707	152,576	166,517	80,760
Beef, in cure and cured	9,270	8,776	10,118	8,894
Total beef	150,977	161,352	176,635	89,654
Pork, frozen	202,792	358,923	254,066	253,022
Pork, D.S. in cure and cured	35,798	45,613	42,597	52,744
Pork, S.P. in cure and cured	101,930	138,171	117,564	155,942
Total pork	340,520	542,707	414,227	461,704
Lamb and Mutton, frozen	10,968	11,814	13,461	7,862
Veal, frozen	12,481	10,092	13,773	7,231
All offal	56,450	65,479	60,453	52,408
Canned meat and meat products	43,865	41,831	52,520	32,964
Sausage room products	16,313	17,130	17,530	13,524
*Lard		130,078		
*Rendered pork fat		2,585		

The Government holds in cold storage outside of processors' hands, 19,786,000 lbs. of beef, and 13,089,000 lbs. of pork. The USDA no longer reports figures on refrigerated holdings of lard and rendered pork fat.

amount of beef was down to 150,977,000 lbs. from 176,635,000 lbs. at the end of June, below the 161,352,000 lbs. in store at the close of July, 1952. The five-year average for beef, however, was only 89,654,000 lbs.

Pork, too, with slaughter of hogs at the seasonal low in July, fell to 340,520,000 lbs. in contrast to the 414,227,000 lbs. in cold storage on June 30 and the 542,707,000 lbs. a year earlier. The five-year average for the meat was 461,704,000 lbs.

Lamb and mutton moved out of cold storage during July, with 10,968,000 lbs. in stock compared with 13,461,000 lbs. at the close of June and 11,814,000 lbs. on July 31, 1952. The five-year average was considerably less at 7,862,000 lbs. Veal varied some, however, with 12,481,000 lbs. in cold stor-

age against 13,773,000 lbs. a month before, and 10,092,000 lbs. a year earlier. The five-year average for the products was not much different at 52,498,000 lbs. Canned meats although down at 43,865,000 lbs. from the 52,520,000 lbs. a month earlier, were up from the 41,831,000 lbs. in 1952. The five-year average was calculated at 32,964,000 lbs.

Sausage room products amounted to 16,313,000 lbs. against 17,530,000 lbs. at the close of June. A year ago such inventories totaled 17,130,000 lbs. and the five-year average was 13,524,000 lbs.

Volume of all meats in cold storage on July 31 amounted to about 1,123,000,000 lbs. compared with 1,339,500,000 lbs. a month earlier, 1,554,500,000 lbs. in 1952 and the five-year average of 1,216,800,000 lbs.

### June Meat Output 5% Above May: 17% Above June, 1952

Production of meat in commercial plants in the United States during June, 1953, totaled 1,825,000,000 lbs., the Bureau of Agricultural Economics has reported. This was an increase of 5 per cent from the 1,743,000,000 lbs. produced in May, and 17 per cent more than the 1,554,000,000 lbs. turned out in June, last year.

Output of beef during June amounted to 1,001,000,000 lbs. for a 4 per cent increase over the 963,000,000 lbs. turned out in May and 43 per cent above the June, 1952 output of 699,000,000 lbs. Output of veal was estimated at 129,000,000 lbs. for a 21 per cent increase over May production of 107,000,000 lbs. and 55 per cent more than the 83,000,000 lbs. in June, 1952.

Production of pork dropped to the year's low of 644,000,000 lbs., or 4

per cent above the May output of 621,000,000 lbs., but 11 per cent less than the 727,000,000 lbs. in June last year. June lard production amounted to 150,000,000 lbs. compared with 151,000,000 lbs. in May, and 185,000,000 lbs. in June, 1952. Lamb and mutton production dropped to 51,000,000 lbs. for a 2 per cent loss from the 52,000,000 lbs. in May but ranged 11 per cent above June, 1952 output of 46,000,000 lbs.

### CANADIAN STORAGE STOCKS

Cold storage holdings in Canada on July 1, 1953, with comparisons, as reported to THE NATIONAL PROVISIONER, first three columns in 1,000 lbs:

Commodity	July 1 1953*	June 1 1953†	July 1 1952	5-yr. Av. July 1
Beef, frozen	27,266	30,527	14,672	9,334,800
Veal, frozen	3,704	3,374	2,661	3,372,000
Pork, frozen	36,487	46,278	44,399	34,398,800
Mutton & Lamb, frozen	1,026	1,282	885	935,800

\*Preliminary. †Revised.

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## MEAT and SUPPLIES PRICES

CHICAGO

### WHOLESALE FRESH MEATS CARCASS BEEF

Native steers	Aug. 18, 1953
Prime, 600/800	42
Choice, 500/700	41½ @ 42
Choice, 700/800	41
Good, 700/800	35½
Commercial cows	23½ @ 24
Can. & cut.	21 @ 21½
Bulls	24½ @ 25

### STEER BEEF CUTS

Prime:	
Hindquarter	54.06 @ 56.0
Forequarter	30.06 @ 31.0
Round	48.06 @ 50.0
Trimmed full loin	40.06 @ 42.0
Regular chuck	34.06 @ 37.0
Foreshank	16.06 @ 18.0
Brisket	26.06 @ 27.0
Rib	50.06 @ 54.0
Short plate	13.06 @ 14.0
Flanks (rough)	13.06 @ 14.0
Choice:	
Hindquarter	52.06 @ 54.0
Forequarter	29.06 @ 30.0
Round	48.06 @ 50.0
Trimmed full loin	37.06 @ 40.0
Regular chuck	34.06 @ 37.0
Foreshank	16.06 @ 18.0
Brisket	26.06 @ 27.0
Rib	47.06 @ 50.0
Short plate	13.06 @ 14.0
Flanks (rough)	13.06 @ 14.0
Good:	
Round	47.06 @ 48.0
Regular chuck	30.06 @ 33.0
Brisket	25.06 @ 26.0
Rib	41.06 @ 43.0
Loins	70.06 @ 72.0

### COW & BULL TENDERLOINS

2/3 Range Cows	70¢
3-5 Range Cows	80¢ @ 82
5/up Range Cows	1.05
Bulls, 5/up	1.05

### BEEF HAM SETS

Knuckles	44
Insides	44
Outsides	39

### BEEF PRODUCTS

Tongues, No. 1	31½ @ 32
Hearts	13 @ 14
Livers, selected	29½ @ 31½
Livers, regular	18½ @ 21
Tripe, scalded	4½
Tripe, cooked	5½ @ 6
Lips, scalded	5 @ 6
Lips, unscalded	4 @ 5½
Lungs	4
Melts	4 @ 4½
Udders	4

### FANCY MEATS

(L.C.I. prices)	
Beef tongues, corned	36 @ 38
Veal heads, under 12 oz.	48
12 oz. up	70 @ 71
Calf tongues, 1/down	28 @ 29
Calf tongues, ½	27 @ 30
Ox tails, under ¾ lb.	7½ @ 8
Over ¾ lb.	12

### WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs., wrapped	65 @ 70
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	68 @ 75
Hams, skinned, 16/18 lbs., wrapped	64 @ 69
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	67 @ 74
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	65 @ 70
Bacon, fancy square cut, seedless, 12/14 lbs., wrapped	62 @ 68
Bacon, No. 1 sliced, 1-lb. open-faced layers	74 @ 75

### VEAL—SKIN OFF

(L.C.I. prices)	
Prime, 80/110	\$41.00 @ 42.00
Prime, 110/150	37.00 @ 41.00
Choice, 80/110	38.00 @ 41.00
Choice, 110/150	34.00 @ 37.00
Good, 50/80	33.00 @ 36.00
Good, 80/110	36.00 @ 38.00
Good, 110/150	31.00 @ 34.00
Commercial, all wts.	26.00 @ 34.00

### CARCASS MUTTON

(L.C.I. prices)	
Choice, 70/down	None quoted
Good, 70/down	None quoted
Utility, 70/down	None quoted

### CARCASS LAMBS

(L.C.I. prices)	
Prime, 30/40	\$44.00 @ 47.00
Prime, 40/50	44.00 @ 47.00
Choice, 30/40	44.00 @ 47.00
Choice, 40/50	44.00 @ 47.00
Good, all weights	39.00 @ 43.00

### SAUSAGE MATERIALS—FRESH

Pork trim., reg. 40% bbls.	27½ @ 28
Pork trim., guar. 50% lean, bbls.	30 @ 31
Pork trim., 80% lean, bbls.	39 @ 40
Pork trim., 95% lean, bbls.	50 @ 51
Pork cheek meat, trmd., bbls.	41 @ 42
Bull meat, bon'ls, bbls.	34 @ 34½
C.C. cow meat, bbls.	31
Beef trimmings, 75/85%, bbls.	23½ @ 24
Bon'ls chucks, bbls.	32½
Beef cheek meat, trmd., bbls.	24½
Beef head meat, bbls.	21
Shank meat, bbls.	34½
Veal trim., bon'ls, bbls.	28 @ 29

### FRESH PORK AND PORK PRODUCTS

(L.C.I. prices)	
Hams, skinned, 10/14	55½ @ 56½
Hams, skinned, 14/16	57½
Pork loins, regular	
12/down, 100's	58 @ 60
Pork loin, boneless, 100's	70
Shoulders, skinless, bone-in, under 16 lbs., 100's	39
Picnics, 4/8 lbs., loose	33½
Picnics, 6/8 lbs., loose	32½
Boston butts, 4/8 lbs.	48½ @ 49
Tenderloins, fresh, 10's	75 @ 78
Neck bones, bbls.	11 @ 12
Livers, bbls.	27½ @ 28
Brains, 10's	8 @ 10
Ears, 30's	8 @ 10
Snouts, lean in, 100's	8
Feet, s.c., 30's	7½ @ 8

### SAUSAGE CASINGS

(L.C.I. prices)  
(L.C.I. prices quoted to manufacturers of sausage)

Beef casings:	
Domestic rounds, 1½ to 1½ in.	50 @ 65
Domestic rounds, over 1½ in., 140 pack	85 @ 95
Export rounds, wide, over 1½ in.	1.45 @ 1.65
Export rounds, medium, 1½ @ 11½	80 @ 1.00
Export rounds, narrow, 1½ in. under	1.00 @ 1.35
No. 1 weasands, 24 in. up	12 @ 15
No. 1 weasands, 22 in. up	9 @ 12
No. 2 weasands, 14 in. up	7 @ 9
Middles, sewing, 1½ @ 2 in.	95 @ 1.20
Middles, select, wide, 2 @ 2½ in.	1.40 @ 1.65
Middles, extra select, 2½ @ 2½ in.	1.85 @ 2.25
Middles, extra select, 2½ in. & up	2.70 @ 3.25
Beef bungs, export, No. 1	21 @ 29
Beef bungs, domestic	15 @ 23
Dried or salted bladders, per piece:	
8-10 in. wide, flat..	5 @ 9
10-12 in. wide, flat..	8 @ 11
12-15 in. wide, flat..	18 @ 20

Pork casings:	
Extra narrow, 29 mm. & dn.	4.10 @ 4.25
Narrow, mediums, 29 @ 32 mm.	3.90 @ 4.15
Medium, 32 @ 35 mm.	2.75 @ 3.00
Spec. med., 35 @ 38 mm.	1.60 @ 1.85
Export bungs, 34 in. cut.	35 @ 42
Large prime bungs, 34 in. cut	20 @ 32
Medium prime bungs, 34 in. cut	21 @ 23
Small, prime bungs, 12 @ 14	
Middles, per set, cap. off.	50 @ 60

### DRY SAUSAGE

(L.C.I. prices)	
Cervelat, ch. hog bungs	95 @ 1.01
Thuringer	41 @ 45
Farmer	80 @ 84
Holsteiner	80 @ 81
B. C. Salami	83 @ 87
Genoa style salami, ch.	93 @ 95
Pepperoni	72 @ 75

## DOMESTIC SAUSAGE

(L.C.I. prices)

Pork sausage, hog casings.	46½
Pork sausage, sheep cas.	54½ @55
Frankfurters, sheep cas.	52 @53
Frankfurters, skinless	42 @44½
Bologna (ring)	40 @45
Bologna, artificial cas.	36½ @38½
Smoked liver, hog bungs.	45½ @52
New Eng. lunch. spec.	69 @71
Souse	33
Polish sausage, smoked	48 @62
Pickle & Pimiento loaf	37 @43½
Olive loaf	31 @37½
Pepper loaf	43 @58½
Smokey snacks	54½
Smokey links	63½

## SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	36	40
Resifted	38	42
Chili powder	47	47
Chili pepper	1.68	1.78
Cloves, Zanzibar	20	28
Ginger, Jam., unbl.	17	26
Ginger, African	17	26
Mace, fancy, Banda	1.35	1.31
East Indies	1.31	1.31
West Indies	37	37
Mustard flour, fancy	33	33
No. 1	44	44
West India Nutmeg	51	51
Paprika, Spanish	55	55
Pepper, Cayenne	54	54
Red, No. 1	1.47	1.92
Pepper, Packers	1.40	1.50
Pepper, white	1.47	1.60
Malabar	1.47	1.60
Black Lampung	1.47	1.60

## SEEDS AND HERBS

(L.C.I. prices)

	Whole	Ground
Caraway Seed	13	19
Cominos seed	22	22
Mustard seed, fancy	23	23
Yellow American	15	15
Oregano	45	52
Coriander, Morocco	19	19
Natural No. 1	41	47
Marjoram, French	41	47
Sage, Dalmatian	63	71
No. 1	63	71

## CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.06
Salt, p. n. ton, f.o.b. N.Y.	11.25
Db. refined gran.	14.00
Small crystals	15.40
Medium crystals	5.23
Pure rfd., gran. nitrate of soda	6.25
Pure rfd., powdered nitrate of soda	6.25
Salt—	
Suit. in min. car. of 45,000 lbs., only, paper sacked, f.o.b. Chgo.	\$23.00
(granulated) (ton)	27.50
Rock, per ton in 100-lb. bags, f.o.b. warehouse, Chgo.	2.50
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	6.40
Refined standard cane gran., basis	8.70
Refined standard beet gran., basis	8.50
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.40
Cerelose dextrose, per cwt.	7.90
L.C.L. ex-warehouse, Chgo.	7.90
C/L Del. Chgo.	7.80

## PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles Aug. 18	San Francisco Aug. 18	No. Portland Aug. 18
<b>FRESH BEEF (Carcass)</b>			
<b>STEER:</b>			
Choice:			
500-600 lbs.	\$41.00@42.00	\$42.00@43.00	\$42.00@43.50
600-700 lbs.	40.00@41.00	40.00@42.00	41.00@42.00
Good:			
500-600 lbs.	38.00@39.00	38.00@40.00	38.00@41.00
600-700 lbs.	34.00@36.00	36.00@38.00	37.00@41.00
Commercial:			
350-500 lbs.	30.00@34.00	34.00@36.00	27.00@38.00
<b>COW:</b>			
Commercial, all wts.	23.00@26.00	24.00@28.00	22.00@27.00
Utility, all wts.	21.00@24.00	22.00@24.00	22.00@27.00
<b>FRESH CALF:</b>			
Choice:			
200 lbs. down	37.00@39.00	32.00@36.00	33.00@37.00
Good:			
200 lbs. down	35.00@37.00	30.00@34.00	31.00@35.00
<b>FRESH LAMB (Carcass):</b>			
Prime:			
40-50 lbs.	46.00@48.00	44.00@45.00	41.00@43.00
50-60 lbs.	45.00@47.00	42.00@44.00	41.00@43.00
Choice:			
40-50 lbs.	46.00@48.00	44.00@45.00	41.00@43.00
50-60 lbs.	45.00@47.00	41.00@44.00	41.00@43.00
Good, all wts.	40.00@46.00	38.00@42.00	36.00@40.00
<b>MUTTON (EWE):</b>			
Choice, 70 lbs. down	20.00@22.00	None quoted	12.00@16.00
Good, 70 lbs. down	20.00@22.00	None quoted	12.00@16.00
<b>FRESH PORK CARCASSES (Packer Style)</b>			
80-120 lbs.	None quoted	41.00@43.00	None quoted
120-160 lbs.	39.50@41.50	40.00@41.00	39.00@41.00
<b>FRESH PORK CUTS No. 1:</b>			
<b>LOINS:</b>			
8-10 lbs.	61.00@65.00	64.00@66.00	61.00@65.00
10-12 lbs.	61.00@65.00	62.00@64.00	60.00@64.00
12-16 lbs.	61.00@65.00	58.00@60.00	58.00@63.00
<b>PICNICS:</b>			
4-8 lbs.	38.00@43.00	44.00@48.00	42.00@46.50
<b>PORK CUTS No. 1:</b>			
<b>HAMS, Skinned:</b>			
12-16 lbs.	61.00@68.00	68.00@72.00	63.00@70.00
16-18 lbs.	61.00@68.00	68.00@72.00	62.00@70.00
<b>BACON, "Dry Cure" No. 1:</b>			
6-8 lbs.	63.00@70.00	68.00@72.00	67.00@73.50
8-10 lbs.	62.00@68.00	66.00@70.00	66.00@71.00
10-12 lbs.	61.00@65.00	None quoted	65.00@70.00
<b>LARD, Refined:</b>			
1-lb. cartons	21.00@22.25	21.00@22.00	19.00@21.50
50-lb. cartons and cans	20.50@22.00	19.00@21.00	None quoted
Tierces	19.50@21.50	18.00@19.00	18.00@20.00

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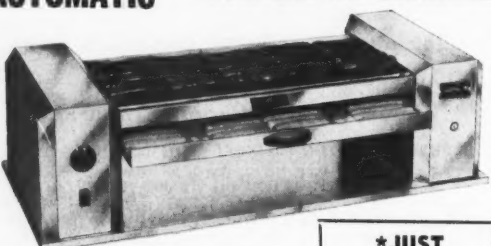
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## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

F. O. B. CHICAGO

CHICAGO BASIS

WEDNESDAY, AUG. 19, 1953

REGULAR HAMS

Fresh or F.F.A.

	Frozen	
8-10	52 1/4n	52 1/4n
10-12	52 1/4n	52 1/4n
12-14	53 1/4n	53 1/4n
14-16	54n	54n
16-18	53n	53n
18-20	49 1/4n	49 1/4n
20-22	43 1/4n	43 1/4n

SKINNED HAMS

Fresh or F.F.A.

	Frozen	
10-12	54 1/4n	54 1/4n
12-14	56 1/4n	56 1/4n
14-16	55 1/4n	55 1/4n
16-18	55 1/4n	55 1/4n
18-20	52	52
20-22	46	46
22-24	46	46
24-26	45 1/4n	45 1/4n
26-30	44	44
25/up, 2's in.	43	43n

PICNICS

Fresh or F.F.A.

	Frozen	
4-6	32 1/4n	32 1/4n
6-8	31 1/4n	31 1/4n
8-10	29	29
10-12	28 1/4n	28 1/4n
12-14	28 1/4n	28 1/4n
14-16	28 1/4n	28 1/4n
16-18	28 1/4n	28 1/4n
18-20	28 1/4n	28 1/4n
20-22	28 1/4n	28 1/4n

OTHER CELLAR CUTS

Fresh or Frozen

	Cured	
Square Jowls, 29 1/4	29n	
Jowl butts, 23 1/4n	23 1/4n	
S. P. Jowls, 22 1/4	22n	

BELLIES

(Square Cut)

	Green	Cured
8-10	51n	42 1/4n
10-12	50 1/2	52 1/4n
12-14	49 1/2	51 1/4n
14-16	49	49 1/2
16-18	48	49 1/2n
18-20	45 1/2n	47 1/2n

GR. AMN.

BELLIES

D. S.

BELLIES

Clear

	Cured	
18-20	34n	35n
20-25	34	35 1/4
25-30	33	35 1/4
30-35	31	31 1/4
35-40	29	29
40-50	27 1/4	26 1/2

FAT BACKS

Fresh or Frozen

	Cured	
8-10	12n	12n
10-12	15n	15n
12-14	17 1/2n	17 1/2
14-16	18n	18
16-18	18n	18
18-20	18n	18
20-25	18n	18

BARRELED PORK

Clear Fat Back

	60/70	38 1/4n
Pork	30/40	40n
	40/50	40n
	50/60	39 1/2n
	100/125	33 1/2n

### LARD FUTURES PRICES

FRIDAY, AUG. 14, 1953

	Open	High	Low	Close
Sept. 13.15	13.25	13.12 1/2	13.12 1/2	
Oct. 12.22 1/2	12.27 1/2	12.17 1/2	12.20	
			-17 1/2	
Nov. 11.20	11.35	11.12 1/2	11.25n	
Dec. 11.02 1/2	11.12 1/2	10.97 1/2	11.10	
Jan. 11.00	11.00	10.80n		
Mar. 11.00	11.00	11.00n		

Sales: 6,120,000 lbs.

Open interest at close Thursday, Aug. 13: Sept. 32n, Oct. 18n, Nov. 17n, Dec. 20n, Jan. 6n, and Mar. 17 lots.

MONDAY, AUG. 17, 1953

	Sept.	Oct.	Nov.	Dec.
13.35	13.40	13.00	13.00n	
			-37 1/2	
Oct. 12.37 1/2	12.40	12.10	12.10n	
Nov. 11.35	11.45	11.20	11.25n	
Dec. 11.25	11.30	11.05	11.10n	
			-30	
Jan. 10.92 1/2	10.92 1/2	10.77 1/2	10.80n	
Mar. 11.00	11.00	11.00n		

Sales: 4,240,000 lbs.

Open interest at close Friday, Aug. 14: Sept. 32n, Oct. 19n, Nov. 17n, Dec. 18n, Jan. 6n and Mar. 21 lots.

TUESDAY, AUG. 18, 1953

	Sept.	Oct.	Nov.	Dec.
13.50	13.87 1/2	13.35	13.85	
			-87 1/2	
Oct. 12.30	12.85	12.30	12.85	
			-35	
Nov. 11.50	11.80	11.47 1/2	11.85	
Dec. 11.25	11.55	11.55	11.50n	
Jan. 10.95	11.00	10.95	11.00n	
Mar. 11.02 1/2	11.05	11.02 1/2	11.05n	

Sales: 9,600,000 lbs.

Open interest at close Monday, Aug. 17: Sept. 31n, Oct. 20n, Nov. 17n, Dec. 19n, Jan. 6n and Mar. 21 lots.

WEDNESDAY, AUG. 19, 1953

	Sept.	Oct.	Nov.	Dec.
13.95	14.50	13.95	14.40	
			-50	
Oct. 12.90	13.25	12.90	13.25n	
			-95	
Nov. 11.90	12.27 1/2	11.90	12.20	
Dec. 11.60	11.82 1/2	11.60	11.70n	
Jan. 11.05	11.10	11.00	11.00n	
Mar. 11.10	11.15	11.10	11.12 1/2	

Sales: 10,280,000 lbs.

Open interest at close Tues., Aug. 18: Sept. 28n, Oct. 21n, Nov. 17n, Dec. 19n, Jan. 7n, and Mar. 23 lots.

THURSDAY, AUG. 20, 1953

	Sept.	Oct.	Nov.	Dec.
14.32 1/2	15.00	14.50	14.75	
			-82 1/2	
Oct. 13.25	13.65	13.25	13.42 1/2	
Nov. 12.15	12.67 1/2	12.15	12.32 1/2n	
Dec. 11.75	11.90	11.60	11.60n	
Jan. 11.00	11.05	10.95	10.95	
Mar. 11.17 1/2	11.17 1/2	11.00	11.00	

Sales: 8,000,000 lbs.

Open interest at close Wed., Aug. 19: Sept. 20n, Oct. 22n, Nov. 18n, Dec. 20n, Jan. 8n, and Mar. 25 lots.

### CORN-HOG RATIO

The corn-hog ratio for barrows and gilts at Chicago for the week ended Aug. 15, 1953 was 15.4, according to a report by the U. S. Department of Agriculture. This ratio compared with the 14.6 ratio reported for the preceding week and 12.3 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling for \$1.609 per bu. in the week ended Aug. 15, 1953, \$1.575 per bu. in the previous week and \$1.791 per bu. for the same period a year earlier.

### PACKERS' WHOLESALE LARD PRICES

	Chicago	
Refined lard, tierces, f.o.b.		
Chicago		\$19.25
Refined lard, 50-lb. cartons, f.o.b. Chicago		19.25
Kettle rend., tierces, f.o.b. Chicago		19.75
Leaf, kettle, rend., tierces, f.o.b. Chicago		20.75
Lard flakes		23.75
Neutral tierces, f.o.b. Chicago		23.75
Standard shortening *N. & S.		29.00
Hydrogenated Shortening N. & S.		21.75

\*Delivered.

### WEEK'S LARD PRICES

	P.S. Lard P.S. Lard Raw Tierces Loose Leaf	
Aug. 14	13.62 1/2n	14.50n
Aug. 15	13.62 1/2n	14.50n
Aug. 16	14.00n	15.00n
Aug. 17	14.00n	15.00n
Aug. 18	14.62 1/2n	15.25n
Aug. 19	15.00n	15.50n
Aug. 20	15.50n	16.00n

# MARKET PRICES

NEW YORK

## WHOLESALE FRESH MEATS

### CARCASS BEEF

	Aug. 18, 1953
Prime, 800 lbs./down...	\$42.50@43.00
Prime, 800/900	41.50@42.00
Choice, 800 lbs./down...	41.00@42.50
Choice, 800/900	39.50@41.00
Good, 500/700	37.00@38.00
Steer, commercial	34.00@36.00
Cow, commercial	24.00@28.00
Cow, utility	22.00@24.00

### BEEF CUTS

Prime:	City
Hindquarters, 600/800...	\$54.00@58.00
Hindquarters, 800/900...	52.00@54.00
Rounds, no flank	52.00@54.00
Rounds, Diamond bone,	
no flank	53.00@55.00
Short loins, untrim.	70.00@75.00
Flanks	13.00@14.00
Ribs (7 bone cut)	54.00@57.00
Arm chucks	35.00@37.00
Briskets	25.00@28.00
Plates	14.00@16.00
Forequarters (Kosher)	38.00@39.00
Arm chucks (Kosher)	39.00@41.00
Briskets (Kosher)	27.00@29.00

Choice:	City
Hindquarters, 600/800	53.00@57.00
Hindquarters, 800/900	48.00@52.00
Rounds, no flank	52.00@54.00
Rounds, Diamond bone,	
no flank	53.00@55.00
Short loins, untrim.	66.00@70.00
Flanks	13.00@14.00
Ribs (7 bone cut)	52.00@56.00
Arm chucks	35.00@37.00
Briskets	25.00@28.00
Plates	14.00@16.00
Forequarters (Kosher)	38.00@39.00
Arm chucks (Kosher)	39.00@41.00
Briskets (Kosher)	27.00@29.00

### FANCY MEATS

(L.c.l. prices)

	Cwt.
Veal breads, under 6 oz.	50.00@ 51.00
6 to 12 oz.	54.00@ 55.00
12 oz. up	76.00@ 77.00
Beef kidneys	11.00@ 12.00
Beef livers, selected	35.00@ 36.00
Beef livers, selected,	
Kosher	60.00@100.00
Outails, over 3/4 lb.	12.00@ 13.00

### LAMBS

(L.c.l. prices)

	City
Prime, 30/40	\$53.00@55.00
Prime, 40/50	50.00@53.00
Prime, 45/55	45.00@50.00
Choice, 30/40	52.00@54.00
Choice, 40/45	50.00@52.00
Choice, 45/55	45.00@50.00
Good, 30/40	45.00@50.00
Good, 40/45	46.00@50.00
Good, 45/55	44.00@46.00
	Western
Prime, 40/50	\$47.00@48.00
Prime, 50/60	47.00@48.00
Prime, 60/70	47.00@48.00
Choice, 40/50	43.00@46.00
Good, all wts.	37.00@42.00
Utility, all wts.	30.00@34.00

## FRESH PORK CUTS

(L.c.l. prices)

	Western
Pork loins, 8/12	\$60.00@62.00
Pork loins, 12/16	59.00@60.00
Hams, sknd., 14/down	60.00@62.00
Boston butts, 4/8 lbs.	49.00@52.00
Spareribs, 3/down	49.00@51.00
Pork trim., regular	36.00
Pork trim., spec. 80%	53.00
	City
Hams, sknd., 14/down	\$61.00@62.00
Pork loins, 8/12	61.00@63.00
Pork loins, 12/16	None quoted
Picnics, 4/8 lbs.	41.00@43.00
Boston butts, 4/8 lbs.	53.00@54.00
Spareribs, 3/down	52.00@53.00

## VEAL—SKIN OFF

(L.c.l. prices)

	Western
Prime, 80/110	\$42.00@46.00
Prime, 110/150	38.00@44.00
Choice, 50/80	36.00@40.00
Choice, 80/110	36.00@41.00
Choice, 110/150	36.00@38.00
Good, 50/80	34.00@36.00
Good, 80/110	34.00@36.00
Good, 110/150	31.00@34.00
Commercial, all wts.	27.00@31.00

## DRESSED HOGS

(L.c.l. prices)

100 to 136 lbs.	\$39.00@41.50
137 to 153 lbs.	39.00@41.50
154 to 171 lbs.	39.00@41.50
172 to 188 lbs.	39.00@41.50

## BUTCHERS' FAT

Shop fat	1/4 c lb.
Breast fat	1/4 c lb.
Inedible suet	1/4 c lb.
Edible suet	1/4 c lb.

## LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Aug. 19, were reported as follows:

### CATTLE:

Steers, ch. & pr.	\$26.00@26.25
Steers, choice	23.50@25.50
Steers, good	19.50@22.00
Helpers, choice	22.50@23.25
Helpers, good	17.50@20.50
Cows, util. & com'l.	11.00@14.00
Cows, can. & cut.	9.00@10.50
Bulls, good	11.00@12.00
Bulls, util. & com'l.	12.00@14.50
Bulls, can. & cut.	None rec.

### HOGS:

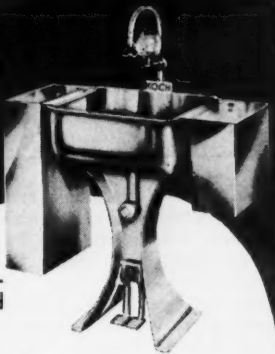
Good, ch., 180/200	\$25.50@26.25
Good, ch., 200/220	25.50@26.25
Good, ch., 220/240	25.50@26.25
Good, ch., 240/270	25.00@25.50
Sows, 400/down	21.25@24.00

### LAMBS:

Choice & prime	\$22.50@23.50
Good & choice	20.00@22.50

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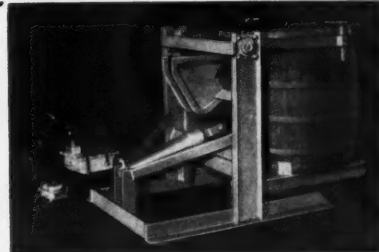
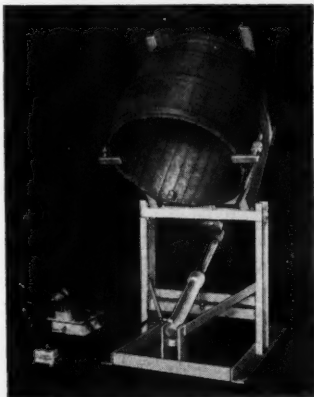
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# BY-PRODUCTS....FATS AND OILS

## TALLOW AND GREASES

Wednesday, August 19, 1953

The tallow and grease market was in an unsettled state the beginning of the week, with sellers and buyers  $\frac{1}{4}$ c to  $\frac{1}{2}$ c apart in respect to trading levels.

Late last week, buyers attempted to obtain material in the midwest at steady prices; however, sellers were reluctant to release selections sought at bid levels. All hog choice white grease was bid at  $7\frac{1}{4}$ c, c.a.f. East; some offerings were priced as high as 8c. Yellow grease was bid at  $3\frac{1}{2}$ c, c.a.f. East, while other classifications were bid  $\frac{1}{4}$ c lower.

The tallow market was quiet early Monday, with prices continuing mostly unchanged. Buyer resistance to higher prices also continued and over-all trading was slow. Edible tallow, however, advanced to  $7\frac{1}{4}$ c and sold freely at that level. There were sales in the East of No. 1, No. 3 and No. 2 tallow at  $3\frac{1}{2}$ c,  $3\frac{1}{2}$ c and  $3\frac{1}{4}$ c, respectively.

Special tallow was bid at  $3\frac{1}{2}$ c in the local area, but no sales were confirmed. Yellow grease was bid at  $2\frac{1}{2}$ c and at  $3\frac{1}{2}$ c in the East. Choice white grease sold in the East at  $7\frac{1}{4}$ c, and bleachable fancy tallow reportedly sold at  $4\frac{1}{2}$ c and  $4\frac{1}{4}$ c.

Sales of tallow were slow to come about again on Tuesday, with sellers holding firm to their price ideas. It was understood fancy tallow could be bought in the East at  $5\frac{1}{4}$ c, but buyers were slow in coming up to that level. Yellow grease sold early in the local area at  $2\frac{1}{2}$ c and later at 3c.

There was movement in the East of yellow grease at  $3\frac{1}{4}$ c, New York basis. Choice white grease was offered at 8c, but no trades at that price could be confirmed. Late in the day, original fancy tallow traded at  $5\frac{1}{2}$ c, three tanks involved, and two tanks of choice white grease sold at  $7\frac{1}{2}$ c, c.a.f. New York.

## BY-PRODUCTS MARKETS

Wednesday, Aug. 19, 1953

### Blood

Unground, per unit of ammonia (bulk)	Unit Ammonia
.....	5.50n

### Digester Feed Tankage Material

Wet rendered, unground, loose,	
Low test	7.50n
High test	6.00n
Liquid stick tank cars	3.25

### Packhouse Feeds

	Carlots, per ton
50% meat and bone scraps, bagged	\$ 85.00@ 90.00
50% meat and bone scraps, bulk	80.00@ 85.00
55% meat scraps, bulk	95.00@100.00
60% digester tankage, bulk	80.00@ 90.00
60% digester tankage, bagged	82.50@ 92.50
80% blood meal, bagged	115.00@120.00
70% standard steamed bone meal, bagged (spec. prep.)	60.00
65% steamed bone meal	55.00@ 60.00*

### Fertilizer Materials

High grade tankage, ground, per unit ammonia	5.75*
Hoof meal, per unit ammonia	5.75

### Dry Rendered Tankage

	Per unit Protein
Low test	1.55@1.60n
High test	1.40n

### Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed)	\$ 1.50@ 1.75
Hide trimmings (green, salted)	*8.00@10.00n
Cattle jaws, skulls and knuckles, per ton	65.00n
Pig skin scraps and trimmings, per lb.	7@ 7 $\frac{1}{4}$

### Animal Hair

Winter coil dried, per ton	*100.00
Summer coil dried, per ton	50.00@55.00
Cattle switches, per piece	5 $\frac{1}{2}$
Winter processed, gray, lb.	14 @ 15
Summer processed, gray, lb.	6

n—nominal. a—asked.  
\*Quoted delivered basis.

## EASTERN BY-PRODUCTS MARKET

New York Aug. 19, 1953

Dried blood was quoted Wednesday at \$5.10 per unit of ammonia. Low test wet rendered tankage was priced at \$5.50 f.o.b. per unit of ammonia and dry rendered tankage was listed at \$1.40 per protein unit.

## VEGETABLE OILS

Wednesday, August 19, 1953

Dullness prevailed in the vegetable oil market as the week opened with most of the trading confined to soybean oil. August shipment soybean oil was offered at  $10\frac{1}{2}$ c, as was early September. There was restricted movement to the East at  $10\frac{1}{2}$ c for August shipment. September shipment was bid at  $10\frac{1}{2}$ c, but no sales were recorded at that level. October alone sold in a light fashion at  $10\frac{1}{2}$ c, while October through December was unchanged at  $10\frac{1}{2}$ c.

The cottonseed oil market was difficult to quote, due mostly to lack of supplies and conflicting offering levels. August and September shipments were offered in the Valley at 13c; however, sales at  $12\frac{1}{2}$ c for both shipments were also reported. Offerings in the Southeast were priced at 13c and  $13\frac{1}{4}$ c, without action.

Immediate and prompt shipments sold in Texas at  $12\frac{1}{2}$ c, and it was reported that  $12\frac{1}{2}$ c was paid in the Rio Grande area. Corn oil was quoted at  $14\frac{1}{4}$ c, nominal basis, while peanut oil was unchanged at  $19\frac{1}{2}$ c, also nominal. Coconut oil was offered at 14c for immediate, and at  $13\frac{3}{4}$ c for early September shipment. Bids, however, were from  $\frac{1}{8}$ c to  $\frac{1}{4}$ c under offering levels, creating a lack of activity.

Nearby positions of soybean oil advanced fractionally on Tuesday, but sales were extremely light, mostly in refiner direction. August shipment brought  $10\frac{1}{4}$ c. Early September shipment sold at  $10\frac{1}{2}$ c early in the day, and traded at  $10\frac{1}{2}$ c later. September shipment sold at  $10\frac{1}{2}$ c and was later pegged at  $10\frac{1}{2}$ c, nominally. October shipment alone sold at  $10\frac{1}{2}$ c, while October through December was offered at  $10\frac{1}{2}$ c.

The cottonseed oil market continued inactive, although sales were reported again in the Valley at  $12\frac{1}{2}$ c. Most sources maintained, however, that the going market in that area was 13c. August shipment sold again in Texas at  $12\frac{1}{2}$ c and  $12\frac{1}{2}$ c was paid for September shipment. Corn oil sold in a small way at  $14\frac{1}{4}$ c. Peanut oil advanced on a nominal basis to  $19\frac{1}{4}$ c. The offering price of coconut oil advanced and spot shipment was offered at  $14\frac{1}{4}$ c, without trade.

**CORN OIL:** Light sales Tuesday, at prices unchanged from the previous week.

**SOYBEAN OIL:** Gained  $\frac{1}{4}$ c in scattered activity.

**PEANUT OIL:** Prices unchanged from the preceding week, but sales lacking.

**COCONUT OIL:** Offerings advance

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1/8c to 5/8c without movement.

**COTTONSEED OIL:** Mostly unchanged to 1/8c lower, with most of sales in Texas area.

Cottonseed oil prices in New York were quoted as follows:

**FRIDAY, AUG. 14, 1953**

	Open	High	Low	Close	Prev. Close
Sept. ....	14.80b	.....	.....	14.64b	14.86b
Oct. ....	14.45b	.....	.....	14.31	14.50b
Nov. ....	14.12b	.....	.....	14.11b	14.15b
Dec. ....	14.10b	.....	.....	14.06b	14.13b
Jan. ....	14.08b	.....	.....	14.11b	14.15b
Mar. ....	14.07b	.....	.....	14.08	14.13b
May ....	14.05b	.....	.....	14.03b	14.08b

Sales: 35 lots.

**MONDAY, AUG. 17, 1953**

Sept. ....	14.60b	14.60	14.52	14.52b	14.64b
Oct. ....	14.35b	14.35	14.30	14.15b	14.31
Nov. ....	14.10b	14.10	14.10	14.05b	14.11b
Dec. ....	14.10b	.....	.....	14.06	14.06b
Jan. ....	14.10b	14.08	14.07	14.08b	14.11b
Mar. ....	14.05b	.....	.....	14.07b	14.08
May ....	14.05b	.....	.....	14.02b	14.03b

Sales: 33 lots.

**TUESDAY, AUG. 18, 1953**

Sept. ....	14.45b	14.60	14.55	14.59b	14.52b
Oct. ....	14.18b	.....	.....	14.30b	14.15b
Nov. ....	14.10b	14.15	14.15	14.16b	14.08b
Dec. ....	14.10b	.....	.....	14.12b	14.03
Jan. ....	14.08b	.....	.....	14.15b	14.08b
Mar. ....	14.07b	.....	.....	14.14b	14.07b
May ....	14.05b	.....	.....	14.10b	14.02b

Sales: 11 lots.

**WEDNESDAY, AUG. 19, 1953**

Sept. ....	14.65	14.65	14.51	14.59b	14.59b
Oct. ....	14.31b	14.37	14.35	14.37b	14.30b
Nov. ....	14.16b	14.25	14.20	14.26b	14.16b
Dec. ....	14.15b	.....	.....	14.21b	14.12b
Jan. ....	14.15b	14.27	14.19	14.27	14.15b
Mar. ....	14.16b	14.20	14.20	14.25b	14.14b
May ....	14.15b	.....	.....	14.20b	14.10b

Sales: 86 lots.

**SHORTENING SHIPMENTS**

Shipments of standard shortening for the second quarter ended June 30, amounted to 48,282,000 lbs., according to the Institute of Shortening and Edible Oils. This was a decrease from the 58,714,000 lbs. for the quarter just previous, and the 67,042,000 lbs. for the corresponding period last year. Second quarter shipments in 1951 totaled 44,042,000 lbs. and in the same period, 1950, 51,228,000 lbs.

**Cottonseed Oil Use**

Cottonseed oil consumption as reported by the Chicago Board of Trade was as follows: June, 1953, 223,350 bbls.; May, 1953, 210,650 bbls.; and June, 1952, 240,150 bbls.

**OLEO OILS**

(F.O.B. Chicago)

Prime oleo stearine (slack barrels).....	7
Extra oleo oil (drums).....	13 1/2

**Expect Little Change In Fats Situation Next Year**

Little change from the present crop year is expected for supplies of food fats in the year beginning October 1, 1953, the Agriculture Department's Bureau of Agricultural Economics stated in its monthly report on the fats and oils situation. Record stocks, primarily vegetable oils, will offset lower production. Output of edible oils and animal fats probably will decline.

Lard production in 1953-54 is expected to be the smallest since 1947 and will show a moderate decline from 1952-53. Stocks of lard at the beginning of the 1953 crop year are expected to be sharply below last year's total of 143,000,000 lbs.

Food fats exports in the first five months of 1953 showed a 40 per cent drop from the corresponding 1952 period, with lard accounting for about half the decrease and vegetable oils and oilseeds the remainder.

**CANADIAN MARGARINE**

Canadian manufacturers of oleomargarine turned out a total of 7,233,000 lbs. of product in July, the Dominion Bureau of Statistics has disclosed. This was a reduction from the 9,031,000 lbs. produced the month before and less than the 7,384,000 lbs. in July, 1952.

**VEGETABLE OILS**

Wednesday, Aug. 19, 1953

Crude cottonseed oil, carlots, f.o.b. mills	
Valley .....	13pd
Southeast .....	13pd
Texas .....	12 1/2 @ 12 1/2 pd
Corn oil in tanks, f.o.b. mills	14 1/2 n
Peanut oil, f.o.b. Southern mills	20n
Soybean oil, Decatur .....	10 1/2 pd
Coconut oil, f.o.b. Pacific Coast	14a
Cottonseed foods	
Midwest and West Coast .....	1
East .....	1

**OLEOMARGARINE**

Wednesday, Aug. 19, 1953

White domestic vegetable .....	27
Yellow quarters .....	28
Milk churned pastry .....	24
Water churned pastry .....	23

**Europe and Asia Take U. S. Inedible Fats**

Much American inedible tallow and grease has been bought in recent years by Belgium-Luxembourg, Western Germany, Italy, the Netherlands and Japan, according to figures released by the USDA Foreign Agricultural Service. Annual exports of U. S. inedible animal tallow, greases and oils, by area and selected countries of destination, were as follows for the 1949-52 period:

Area and country of destination	(Short tons)				
	Average 1935-39	1949	1950	1951 <sup>1</sup>	1952 <sup>2</sup>
North America .....	3,257	44,928	51,968	56,173	61,570
South America .....	94	11,734	13,011	9,100	15,179
Europe .....					
Austria .....	2	9,000	4,999	5,842	3,400
Belgium-Luxembourg .....	250	17,438	30,192	30,513	21,462
France .....	35	7,156	319	2,128	1,454
Western Germany .....	2	16,761	20,792	13,470	17,365
Ireland .....	1	694	1,254	3,273	2,969
Italy .....	154	33,912	46,476	47,568	55,252
Netherlands .....	682	10,107	13,516	5,436	26,452
Norway .....	49	2,871	5,435	974	1,960
Switzerland .....	56	4,702	17,758	8,866	16,971
United Kingdom .....	257	1,312	2,824	3,781	10,016
Yugoslavia .....	1	1,957	2,572	7,018	6,820
Other .....	115	9,820	2,234	2,910	4,149
Total .....	1,649	115,730	146,281	131,279	168,270
Asia: .....					
Japan .....	51	25,615	17,910	28,315	67,540
Other .....	54	6,273	15,032	14,505	17,483
Total .....	105	31,888	32,942	42,820	85,023
Australia & Oceania .....	48	20	2	.....	1
Africa .....	9	11,848	23,601	28,850	43,708
Grand total .....	5,162	216,148	267,805	268,222	373,751

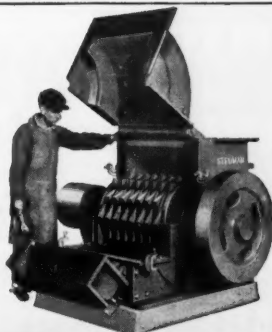
<sup>1</sup> Preliminary.

<sup>2</sup> Austria included with prewar Germany.

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Stedman equipment has enjoyed an enviable reputation in the Meat Packing and Rendering Industries for well over 50 years. Builders of Swing Hammer Grinders, Cage Disintegrators, Vibrating Screens, Crushers, Hashers — also complete self-contained Crushing, Grinding, and Screening Units. Capacities 1 to 20 tons per hour.

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# HIDES AND SKINS

Moderate movement of big packer hides up to midweek—Small packer hide market steady, although some offerings priced higher—Calfskins and kipskins generally unchanged and firm—Sheepskins short in supply and sales limited.

## CHICAGO

**PACKER HIDES:** Buying interest for certain selections of big packer hides was good Monday, particularly for branded steers, branded cows and heavy native steers, at last sale levels. From some appearances, heavy native cows were softer and not in much demand, due to the withdrawal of upholsterers from the market. Offerings were not made available during the day, and there was little carry-over as a result of last week's volume estimated at around 150,000 pieces which put packers in a sold out position.

Steady prices were the rule in Tuesday's trade when 23,000 light native cows brought 18½¢, all points involved. Also traded were 4,600 light Texas steers at 15½¢ and 2,000 ex-light Texas steers at 18½¢. An outside independent packer sold a car of bulls at 12¢. Interest for other selections continued brisk throughout the day, but actual sales could not be confirmed.

Actual volume of sales at midweek was not vast and branded cows constituted the majority of activity. About 1,800 light native cows sold at 18½¢ and 2,000 northern branded cows brought 15½¢. About 2,500 branded Fort Worth cows sold at 16¢ and about 3,000 branded Lake Charles cows brought 16½¢. About 500 lighter average native bulls were traded at 12½¢. A large outside independent packer sold 1,400 branded Austin cows at 15½¢ and 2,400 Fremonts at 16¢.

**SMALL PACKER AND COUNTRY HIDES:** There were offerings of small packer hides this week at advances, but some tanners did not believe the advances were warranted and were re-

luctant to purchase stock. There were occasional sales of 50@52-lb. average hides at 16¢, but these were of especially good quality with freight considered. Other sales of this average were heard at 15½¢. A couple of cars of good quality 40@42-lb. average hides sold at 17½¢. The 58@60-lb. average are currently selling at 14@14½¢. The country hide market was considered firm, but movement was generally lacking. The 48@50-lb. average stock was quoted nominally at 12½¢, as offerings at 13¢ moved slowly.

**CALFSKINS AND KIPSKINS:** Early in the week, about 2,000 heavy-weight Chicago calfskins sold at 50¢. Late last week, 10,000 St. Louis heavy weights brought 52½¢. There was also trading of kipskins at that time, and about 3,000 St. Louis kip, 15/25, sold at 32¢. Sales of both selections were lacking up to midweek. Sales of small packer kipskins, 15/30, were made during the week at 23¢.

**SHEEPSKINS:** There was good inquiry for No. 1 shearlings this week, but supplies were short and trading was limited. The No. 1's were quoted at 2.50@2.75, and a truck of No. 2's and No. 3's brought 1.75 and 1.15 late last week. Fall clips were still quoted at 3.00, with the possibility of good quality bringing more. Dry pelts were unchanged at 28@29¢. Sales of pickled skins were accomplished again at 17.00 and 17.50 for lambs.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Aug. 15, 1953, were 4,509,000 lbs.; previous week, 4,193,000 lbs.; same week 1952, 4,193,000 lbs.; 1953 to date, 154,612,000 lbs.; same period 1952, 143,393,000 lbs.

Shipments for the week ended Aug. 15, 1953, total 3,303,000 lbs.; previous week, 3,689,000 lbs.; corresponding week, 1952, 2,821,000 lbs.; this year to date 115,229,000 lbs.; corresponding week, 1952, 128,291,000 lbs.

## CHICAGO HIDE QUOTATIONS

	PACKER HIDES		Cor. Week
	Week ended	Previous Week	
	Aug. 19, 1953	Week	1952
Nat. steers	17 @ 18n	17 @ 18	17 @ 18
Hvy. Texas	14n	14n	13n
strs.	14n	14	13½
Butt. branded	13n	13	12½
strs.	18½n	18½n	18½n
Col. strs.	15½ @ 16	15½	15½
Ex. light Tex.	17 @ 17½	17 @ 17½	15½
strs.	18½	18½	18½
Brand'd cows	12 @ 12½	11½	18
H. nat. cows	11½	10½	9n
Nat. bulls	50 @ 52½n	50n	45n
Brand'd bulls	47½ @ 50n	47½ @ 50n	37 @ 37½n
Calfskins, Nor.	32n	32n	35n
10/15	29½n	29½n	27½n
10/down			
Kips, Nor.			
Nat. 15/25			
Brand, 15/25			

## SMALL PACKER HIDES

STEERS AND COWS:	
60 lbs. and over	14 @ 14½n 14 @ 14½n 14@15n
50 lbs.	15 @ 15½n 15 @ 15½n 15@16n

## SMALL PACKER SKINS

Calfskins, under 15 lbs.	30@ 33n 30@35n 30n
Kips, 15/30	23 25n 28n
Slunks, reg.	1.25@1.30 1.35n 1.95n
Slunks, hairless	30@ 35n 30@35n 70n

## SHEEPSKINS

Pkr. shearlings, 15 lbs.	2.50@ 2.75 2.80@ 2.75 2.75@3.00
Dry Pelts	28@ 29n 28@ 29n 30
Horsehides, untrmd.	10.25@10.50 12.00@12.50n 7.50n

## N. Y. HIDE FUTURES

### MONDAY, AUG. 17, 1953

	Open	High	Low	Close
Oct. ....	17.35b	17.37	17.15	17.23
Jan. ....	16.35b	16.30	16.20	16.30
Apr. ....	15.95b	.....	.....	15.88b- 90a
July ....	15.65b	.....	.....	15.60b- 63a
Oct. ....	15.35b	15.40	15.40	15.30b- 33a
Jan. ....	15.02b	15.08	15.01	15.01

Sales: 111 lots.

### TUESDAY, AUG. 18, 1953

Oct. ....	17.10b	17.25	17.23	17.23
Jan. ....	16.15b	16.30	16.30	16.30
Apr. ....	15.75b	15.86	15.85	15.88b- 93a
July ....	15.45b	15.55	15.55	15.60b- 65a
Oct. ....	15.15b	15.32	15.15	15.32b- 35a
Jan. ....	14.85b	15.02	15.00	15.02b- 05a

Sales: 92 lots.

### WEDNESDAY, AUG. 19, 1953

Oct. ....	17.13b	.....	.....	17.15b- 28a
Jan. ....	16.20b	16.30	16.25	16.30
Apr. ....	15.85b	15.91	15.87	15.88
July ....	15.55b	15.56	15.56	15.56
Oct. ....	15.28b	.....	.....	15.25b- 32a
Jan. ....	14.95b	.....	.....	14.95b- 15.05a

Sales: 13 lots.

### THURSDAY, AUG. 20, 1953

Oct. ....	17.25b	17.50	17.35	17.36
Jan. ....	16.30b	16.50	16.50	16.40b- 44a
Apr. ....	15.90b	15.98	15.96	15.95- 16.00a
July ....	15.55b	15.75	15.75	15.70b- 73a
Oct. ....	15.25b	15.40	15.40	15.41b- 42a
Jan. ....	14.95b	15.12	15.11	15.12

Sales: 30 lots.

## HUNTER PACKING COMPANY

EAST ST. LOUIS, ILLINOIS



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- A. L. THOMAS, Washington, D. C.

## BEEF • PORK • SAUSAGE

HUNTERIZED SMOKED AND CANNED HAM

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## LARD FLAKE TIME

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Avail yourself of our laboratory facilities, free of charge.

Send for samples . . .

**THE E. KAHN'S SONS CO.**  
Cincinnati 25, Ohio  
Kirby 4000

## PHILADELPHIA FRESH MEATS

Tuesday, Aug. 18, 1953  
WESTERN DRESSED

### BEEF (STEER):

Cwt.

Prime, 600/800	\$42.75@44.50
Choice, 500/700	41.50@43.50
Choice, 700/900	39.00@43.00
Good, 500/700	38.50@40.75
Commercial, 350/700	30.50@33.50

### COW:

Commercial, all wts.	24.00@28.00
Utility, all wts.	23.00@25.00

### VEAL (SKIN-OFF):

Choice, 80/100	36.00@40.00
Choice, 110/150	35.00@39.00
Good, 50/80	33.00@36.00
Good, 80/110	33.00@36.00
Good, 110/150	32.00@35.00
Commercial, all wts.	27.00@32.00
Utility, all wts.	24.00@27.00

### CALF (SKIN-OFF):

Choice, 200/down	34.00@36.00
Good, 200/down	30.00@33.00

### LAMB:

Prime, 45/down	48.00@50.00
Prime, 45/50	47.00@49.00
Prime, 50/60	45.00@47.00
Choice, 45/down	48.00@50.00
Choice, 45/50	47.00@49.00
Choice, 50/60	45.00@47.00
Good, all wts.	40.00@44.00
Utility, all wts.	35.00@40.00

### PORK CUTS—CHOICE LOINS:

(Bladeless included) 8-10	60.00@62.00
(Bladeless included) 10-12	60.00@62.00
(Bladeless included) 12-16	59.00@61.00
Butts, Boston Style, 4-8	48.00@50.00

SPARERIBS, 3 lbs. down 48.00@50.00

### LOCALLY DRESSED

#### STEER BEEF CUTS:

Prime Choice

Hindqtrs., 600/800	\$54.00@58.00	\$52.00@56.00
Hindqtrs., 800/900	52.00@54.00	49.00@52.00
Rd., no flank	50.00@56.00	50.00@55.00
Hip r'd, with flank	46.00@50.00	46.00@50.00
Full loin, untrmd.	52.00@57.00	50.00@55.00
Short loin, untrmd.	75.00@70.00	65.00@70.00
Short loin, trmd.	92.00@100.00	78.00@85.00
Flank	9.00@11.00	9.00@11.00
Rib (7 bone)	52.00@56.00	48.00@52.00
Arm chuck	35.00@37.00	35.00@37.00
Brisket	25.00@28.00	35.00@38.00
Short plates	9.00@13.00	9.00@13.00

## Canadian Meat Stocks

Stocks of meat held by packers, abattoirs, wholesale butchers and cold storage warehouses on July 1 totaled 100,087,000 lbs. compared with 110,963,000 lbs. on June 1 and 94,036,000 lbs. on July 1 last year. Holdings of frozen meat amounted to 71,463,000 lbs. compared with 71,461,000 lbs. a month earlier and 62,617,000 lbs. a year earlier.

Fresh meat amounted to 14,868,000 lbs. compared with 15,173,000 lbs. and 15,343,000 lbs. for the other periods. Cured meat stocks were 13,756,000 lbs. against 14,329,000 lbs. on June 1 and 16,076,000 lbs. on July 1, 1952. Stocks of lard stood at 4,451,000 lbs. compared with 4,785,000 lbs. a month earlier and 8,126,000 lbs. last year, and tallow holdings at 3,423,000 lbs. compared with 3,725,000 lbs. and 2,874,000 lbs. respectively.

### CHICAGO PROV. SHIPMENTS

Provision shipments, by rail, in the week ended Aug. 15, with comparisons:

	Week Aug. 15	Previous Week	Cor. Week 1952
Cured meats, pounds	13,991,000	5,588,000	4,507,000
Fresh meats, pounds	17,263,000	22,144,000	26,234,000
Lard, pounds	7,976,000	6,415,000	3,105,000

# WEEK'S CLOSING MARKETS

## THURSDAY'S CLOSINGS Provisions

The live hog top at Chicago was \$26.50; average, \$24.50. Provision prices were quoted as follows: Under 12 pork loins, 57; 10/14 green skinned hams, 54½@56; Boston butts, 45½; 16/down pork shoulders, 38 nominal; 3/down spareribs, 43; 8/12 fat backs, 15@17½; regular pork trimmings, 27; 18/20 DS bellies, 35½ nominal; 4/6 green picnics, 32½; 8/up green picnics, 29.

P.S. loose lard was quoted at 16.00 nominal and P.S. lard in tierces at 15.50 nominal.

### Cottonseed Oil

Closing cottonseed oil prices in New York were quoted as follows: Sept., 14.58; Oct., 14.36b-39a; Dec., 14.27b-29a; Jan., 14.22b; Mar., 14.27b-30a; May, 14.25b-29a; and July, 14.20n.

Sales 69 lots.

### CHICAGO PROV. STOCKS

Lard inventories in Chicago on Aug. 15 amounted to 34,757,901 lbs., according to the Chicago Board of Trade. This was a decided decrease compared with the 58,427,628 lbs. of product in store on July 31, and the stocks of a year earlier, which amounted to 89,174,727 lbs. Total D. S. bellies amounted to 4,316,899 lbs. on Aug. 15 as against 4,351,775 lbs. on July 31 and 5,346,400 lbs. a year earlier. Chicago provision items appear below:

	Aug. 14, '53, lbs.	July 31, '53, lbs.	Aug. 14, '53, lbs.
P.S. lard (a)	28,550,934	47,623,523	72,610,340
P.S. lard (b)	761,818	1,068,377	.....
Dry rendered lard (a)	2,120,747	5,275,125	8,732,000
Dry rendered lard (b)	23,200	532,489	.....
Other lard	3,301,202	3,327,514	7,832,387
TOTAL LARD	34,757,901	58,427,628	89,174,727
D.S. CL bellies (contr.)	8,900	8,500	39,300
D.S. CL bellies (other)	4,307,999	4,343,275	5,307,100
TOT. D.S. CL BELLIES	4,316,899	4,351,775	5,346,400

(a) Made since Oct. 1, 1952. (b) Made previous to Oct. 1, 1952.

## Recent Decree Cuts Beef Price Ceilings in Cuba

Cuba, according to a recent decree, has lowered ceiling prices on beef. Decreases range up to five cents a pound, depending on style and grade. Beef on the hoof was reduced to 12.5c per lb. from 13.5c under the May, 1952 decree. Dressed beef was cut from 25.9c to 22.7c per lb. At retail, first grade beef was reduced to 40.0c from 45.0 under the previous order. Second grade beef was reduced to 30.0c from 35.0 and third grade remained unchanged at 08.0.

In conjunction with the new ceilings, the decree permits the entry of beef until the close of September, 1953, free from consular fees and import duties.

## Poultry Canning

Poultry canned or used in canning during June totaled 17,026,000 lbs., compared with 17,169,000 lbs. in June last year and the 1947-51 average for the month of 12,566,000 lbs., the Bureau of Agricultural Economics has reported. The quantity canned during the first six months of this year totaled 96,097,000 lbs. compared with 87,089,000 lbs. last year—an increase of 10 per cent.

Poultry certified for canning and evisceration under Federal Inspection during June totaled 69,263,000 lbs., compared with 62,697,000 lbs. in June last year. Of the 69,263,000 lbs. certified in June 16,323,000 lbs. were for canning and 52,940,000 lbs. were eviscerated for sale. Of the quantity certified during June last year, 16,706,000 lbs. were for canning and 45,991,000 lbs. were eviscerated for sale.

### JULY CORN-HOG RATIO

Hog and corn prices at Chicago and hog-corn price ratios compared:

	Barrows & gilts, per 100 lbs.	Corn, No. 3, yellow, per bu.	Hog-corn price ratio
July, 1953	\$28.05	\$1.587	16.4
June, 1953	25.12	1.546	16.2
July, 1952	21.91	1.808	12.1

# HOGS

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# LIVESTOCK MARKETS

Weekly Review

## Cattle Kill Sets July, Seven-Month Record; Hogs Down

July slaughter of livestock in the United States under federal inspection, by reaching near-record figures in some cases, established new monthly highs for 1953 as well as new records for the mid-summer month. Slaughter of cattle, affected somewhat by drought conditions, has continued well above the million mark each month this year; in July, volume was the highest on record for the month and came within 100,000 head of breaking the all-time all-month mark.

Calf slaughter was the biggest for the month so far this year, and the largest for July since 1948. Butchering of hogs dropped to the lowest level of the year and volume was the smallest for the month since 1949. Slaughter of sheep and lambs continued over the million mark for the seventh consecutive month, and was the biggest for July since 1948.

Slaughter of cattle in July numbered 1,498,214 animals, the second highest cattle kill on record. The only month's kill exceeding July was that of 1,584,000 in October, 1945. July volume was also about 48,000 head over the 1,450,302 slaughtered in June and nearly 300,000 head more than the 1,100,057 butchered in July, 1952.

Calf slaughter, in a phenomenal gain, reached 615,679 head compared with 586,043 in June and 430,042 in July of last year. Hog slaughter at 3,275,687 head dipped to the smallest of the year compared with 3,607,412 in June and 3,641,292 in July of 1952. Slaughtering of sheep and lamb, continuing at the heaviest pace in six years, reached 1,108,021 head.

Seven-month totals, according to the U. S. Department of Agriculture report, placed the cattle kill at 9,447,894 head, the largest for the period

on record. It was also 31 per cent greater than the 7,022,051 head butchered in the first seven months of last year. Calf slaughter for this period totaled 3,655,970 head, or almost 33

per cent more than the 2,737,446 killed in the same period of 1952.

Hog slaughter in the same seven months totaled 30,628,984 head for almost a 20 per cent drop from the 36,053,543 killed last year. The January-July sheep slaughter numbered 7,884,543 compared with 6,717,516 last year—an 11 per cent increase.

## LIVESTOCK AT 65 MARKETS

A summary of receipts and disposition of livestock at 65 public markets during June, 1953 and 1952 was given by the U. S. Department of Agriculture as shown in the table given below:

### CATTLE (EXCLUDING CALVES)

	Salable receipts	Total receipts	Local slaughter
June, 1953	1,649,499	1,974,842	1,056,455
May, 1953	1,352,412	1,685,986	851,457
June, 1952	1,063,205	1,272,038	660,680
Jan.-June, 1953	8,225,988	9,763,831	5,395,670
Jan.-June, 1952	6,527,094	7,743,964	3,969,104
5-yr. av. (June, 1948-52)	1,100,864	1,320,553	693,645

### CALVES

June, 1953	357,860	464,956	261,581
May, 1953	287,572	380,565	211,904
June, 1952	261,664	317,479	168,674
Jan.-June, 1953	1,760,326	2,208,927	1,267,253
Jan.-June, 1952	1,517,793	1,821,525	945,940
5-yr. av. (June, 1948-52)	816,776	414,434	239,511

### HOGS

June, 1953	1,560,750	2,118,538	1,431,284
May, 1953	1,457,381	2,022,917	1,366,550
June, 1952	1,994,084	2,772,749	1,733,768
Jan.-June, 1953	10,984,388	15,428,471	10,774,697
Jan.-June, 1952	14,470,146	20,348,677	13,427,507
5-yr. av. (June, 1948-52)	1,970,792	2,698,929	1,776,203

### SHEEP AND LAMBS

June, 1953	647,595	1,108,190	558,623
May, 1953	476,406	1,142,509	568,883
June, 1952	564,164	1,047,727	508,117
Jan.-June, 1953	3,654,174	6,876,614	3,965,277
Jan.-June, 1952	3,343,153	6,347,015	3,063,376
5-yr. av. (June, 1948-52)	697,785	1,194,883	585,277

## ST. LOUIS HOGS IN JULY

Hog receipts, weights and range of prices at the National Stock Yards, E. St. Louis, Ill., were reported by H. L. Sparks & Co., as follows:

	July
	1953
Hogs received	137,358
Highest top price	\$27.75
Lowest top price	25.00
Average price	26.08
Average weight, lbs.	209
	1952
Hogs received	195,420
Highest top price	\$23.60
Lowest top price	21.50
Average price	21.86
Average weight, lbs.	211

## FEDERALLY INSPECTED SLAUGHTER

### CATTLE

	1953	1952
January	1,313,249	1,086,000
February	1,170,243	985,433
March	1,299,485	927,471
April	1,371,434	938,363
May	1,344,967	1,008,965
June	1,450,302	965,516
July	1,498,214	1,100,057
August		1,134,882
September		1,214,826
October		1,151,871
November		1,131,371
December		1,251,883

### CALVES

	1953	1952
January	453,075	382,000
February	421,826	343,188
March	534,719	396,990
April	540,929	405,485
May	503,099	387,645
June	586,043	392,269
July	615,679	430,042
August		426,100
September		496,189
October		601,561
November		509,736
December		522,786

### HOGS

	1953	1952
January	6,267,088	6,835,000
February	4,549,511	5,778,840
March	4,961,965	5,776,319
April	4,324,684	5,281,069
May	3,642,647	4,482,337
June	3,607,412	4,259,011
July	3,275,687	3,641,292
August		3,592,147
September		4,290,433
October		5,492,004
November		5,771,748
December		7,250,961

### SHEEP AND LAMBS

	1953	1952
January	1,288,675	1,042,000
February	1,088,153	989,892
March	1,190,116	971,477
April	1,069,502	940,866
May	1,014,688	939,291
June	1,055,313	925,646
July	1,108,021	908,680
August		1,092,816
September		1,243,135
October		1,426,510
November		1,069,468
December		1,217,577

### YEAR'S TOTALS

	1953	1952
Cattle	9,447,894	7,022,051
Calves	3,655,970	2,737,446
Hogs	30,628,984	36,053,543
Sheep	7,844,543	6,717,516

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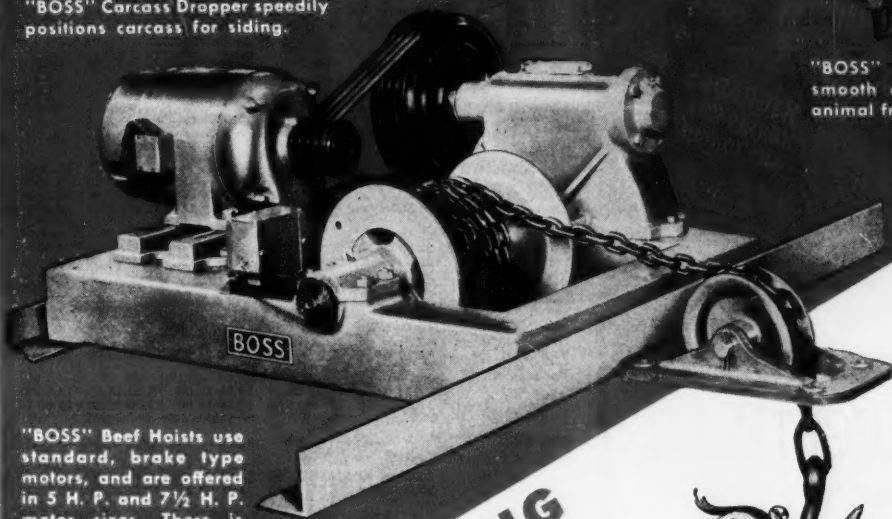
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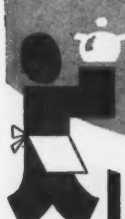
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## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, August 18, were reported by the Production and Marketing Administration as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul\*

### HOGS (Includes Bulk of Sales):

#### BARROWS & GILTS:

##### Choice:

120-140 lbs. ...	\$19.75-22.25	None rec.	None rec.	None rec.	None rec.
140-160 lbs. ...	21.75-24.00	None rec.	None rec.	None rec.	\$22.00-23.75
160-180 lbs. ...	23.75-25.00	\$23.00-25.50	None rec.	\$22.25-25.25	23.25-25.00
180-200 lbs. ...	25.00-25.65	25.00-25.80	\$25.00-25.75	24.75-26.25	25.00-26.25
200-220 lbs. ...	25.50-25.65	25.00-25.80	25.50-25.75	26.00-26.50	25.00-26.00
220-240 lbs. ...	25.50-25.65	25.00-25.80	25.50-25.75	26.00-26.50	25.00-26.00
240-270 lbs. ...	25.00-25.60	25.00-25.80	25.00-25.65	25.50-26.25	24.00-25.75
270-300 lbs. ...	None rec.	24.75-25.75	None rec.	24.75-25.75	23.50-24.50
300-330 lbs. ...	None rec.	None rec.	None rec.	23.50-25.00	23.00-24.00
330-360 lbs. ...	None rec.	None rec.	None rec.	23.50-25.00	None rec.

##### Medium:

160-220 lbs. ...	None rec.	None rec.	None rec.	19.50-25.50	None rec.
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#### SOWS:

##### Choice:

270-300 lbs. ...	22.75-23.00	23.75-24.25	22.75-23.25	23.75-24.75	24.00-25.00
300-330 lbs. ...	22.75-23.00	23.25-24.00	22.50-23.25	22.25-24.50	23.50-24.50
330-360 lbs. ...	22.00-23.00	22.50-23.50	22.00-23.00	22.25-24.50	22.50-23.50
360-400 lbs. ...	21.25-22.25	21.75-22.75	21.00-22.50	21.25-23.25	21.50-23.00
400-450 lbs. ...	20.50-21.50	21.25-22.00	20.50-21.50	20.50-22.00	21.00-22.25
450-550 lbs. ...	18.75-20.75	20.50-21.50	None rec.	19.50-21.50	19.50-22.00

##### Medium:

250-500 lbs. ...	None rec.	None rec.	None rec.	17.50-24.25	None rec.
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### SLAUGHTER CATTLE & CALVES:

#### STEERS:

##### Prime:

700-900 lbs. ...	25.00-26.50	25.00-26.75	25.25-26.25	25.50-26.75	25.00-26.50
900-1100 lbs. ...	25.50-26.50	26.25-27.25	25.50-26.50	25.50-27.00	25.50-27.00
1100-1300 lbs. ...	25.50-26.50	26.00-27.50	25.50-26.50	25.00-27.00	24.75-27.00
1300-1500 lbs. ...	24.50-26.00	24.25-27.00	24.00-26.25	23.75-26.00	24.25-26.00

##### Choice:

700-900 lbs. ...	22.50-25.50	22.75-26.25	23.00-25.50	21.75-25.50	23.00-25.50
900-1100 lbs. ...	23.00-25.50	23.50-26.50	23.00-25.50	22.00-25.50	23.00-25.50
1100-1300 lbs. ...	23.00-25.50	23.50-26.50	23.00-25.50	22.00-25.50	22.50-25.50
1300-1500 lbs. ...	22.50-25.50	23.50-26.00	22.50-25.50	21.50-25.00	22.50-24.75

##### Good:

500-700 lbs. ...	18.50-23.00	19.00-23.50	18.00-23.00	18.50-22.00	18.50-23.00
900-1100 lbs. ...	19.00-23.00	19.25-23.50	18.50-23.00	18.75-22.00	18.00-23.00
1100-1300 lbs. ...	19.00-23.00	19.50-23.50	18.50-23.00	18.75-22.00	17.50-22.50

##### Commercial,

all wts. ....	14.50-19.00	15.00-19.50	14.50-18.50	15.50-18.75	14.50-18.50
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##### Utility, all wts. ....

all wts. ....	11.00-14.50	12.00-15.00	10.50-14.50	12.00-15.50	12.00-14.50
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#### HEIFERS:

##### Prime:

600-800 lbs. ...	25.00-26.50	24.00-25.00	24.75-25.75	24.00-25.50	24.00-26.00
800-1000 lbs. ...	25.00-26.50	24.75-26.00	24.75-26.00	24.25-25.50	24.50-26.00

##### Choice:

600-800 lbs. ...	22.50-25.00	22.00-24.75	21.50-24.75	21.00-24.00	22.00-24.50
800-1000 lbs. ...	22.00-25.00	22.25-24.75	21.75-24.75	21.00-24.50	22.50-24.50

##### Good:

500-700 lbs. ...	18.00-22.50	18.25-22.25	16.00-21.75	17.00-21.00	17.50-19.50
700-900 lbs. ...	17.50-22.00	18.25-22.50	16.50-21.75	17.00-21.25	17.50-19.50

##### Commercial,

all wts. ....	13.50-17.50	13.50-18.25	13.00-16.50	13.50-17.00	14.50-17.50
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##### Utility, all wts. ....

all wts. ....	10.00-13.50	11.00-13.50	9.50-13.00	11.00-13.50	12.00-14.50
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#### COWS:

##### Commercial,

all wts. ....	12.50-13.50	12.00-14.25	11.75-13.00	12.00-13.75	13.00-14.50
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##### Utility, all wts. ....

all wts. ....	10.50-12.50	10.50-12.25	10.00-11.75	10.50-12.00	11.50-13.00
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##### Canner & cutter, ....

all wts. ....	7.50-10.50	8.50-10.75	8.00-10.00	8.00-10.50	9.00-11.50
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#### BULLS (Yrds. Excl.) All Weights:

Good .....	None rec.	12.00-14.50	None rec.	10.50-12.50	13.50-14.50
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Commercial .....	13.00-14.00	14.50-15.75	12.50-13.00	13.00-14.00	13.50-14.50
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Utility .....	11.00-13.00	12.50-14.50	11.00-12.50	11.00-13.00	14.00-15.50
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Cutter .....	8.00-11.00	10.50-12.50	8.50-11.00	9.50-11.00	13.50-15.50
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#### VEALERS:

Choice & prime ..	21.00-25.00	23.00-24.00	17.00-20.00	18.00-20.00	21.00-24.00
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Com'l & good ..	13.00-21.00	16.00-23.00	11.00-17.00	14.00-18.00	17.00-21.00
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#### CALVES:

Choice & prime ..	16.00-21.00	17.00-21.00	16.00-18.00	16.00-19.00	17.00-20.00
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Com'l & good ..	12.00-16.00	14.00-17.00	10.00-16.00	12.00-16.00	13.00-17.00
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#### SHEEP & LAMBS:

##### SPRING LAMBS:

Choice & prime ..	23.50-24.50	23.00-24.00	21.50-22.75	22.75-23.50	22.00-23.50
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Good & choice ..	20.00-23.50	21.50-23.00	17.50-21.50	19.00-22.75	20.00-22.00
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##### BWES (Shorn):

Good & choice ..	3.50-4.50	5.00-6.50	4.25-5.00	4.75-5.25	4.50-6.00
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Cull & utility ..	3.00-4.00	4.00-5.00	3.00-4.25	3.00-4.50	3.00-4.50
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\*August 17 prices.

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers.

### CATTLE

	Week ended	Prev. Week	Cor. 1952
Chicago†	21,567	24,877	20,263
Kansas City†	24,250	20,726	18,116
Omaha†	25,301	24,196	20,204
E. St. Louis†	12,294	12,869	12,791
St. Joseph†	10,857	11,313	6,756
Sioux City†	11,517	11,608	6,087
Wichita†	5,546	4,298	3,092
New York & Jersey City†	9,810	10,094	8,016
Oklahoma City†	8,958	8,702	6,800
Cincinnati†	4,361	4,625	6,906
Denver†	10,932	11,308	8,378
St. Paul†	14,380	15,365	9,331
Milwaukee†	3,023	2,799	2,536
Total	162,796	162,780	129,226

### HOGS

Chicago†	20,819	27,734	30,354
Kansas City†	9,799	8,215	9,384
Omaha†	21,367	21,798	27,702
E. St. Louis†	16,720	18,979	26,929
St. Joseph†	12,559	11,974	12,201
Sioux City†	15,614	13,849	9,810
Wichita†	1,634	5,936	7,874
New York & Jersey City†	40,771	43,835	39,891
Oklahoma City†	5,923	6,600	9,464
Cincinnati†	12,851	12,286	30,450
Denver†	7,008	6,844	6,587
St. Paul†	17,061	22,656	16,176
Milwaukee†	3,632	3,735	4,368
Total	186,358	204,441	231,190

### SHEEP

Chicago†	4,646	4,352	6,381
Kansas City†	6,071	6,736	4,505
Omaha†	10,122	9,372	8,246
E. St. Louis†	7,202	7,243	5,505
St. Joseph†	8,231	6,962	5,215
Sioux City†	4,460	4,756	1,681
Wichita†	1,016	769	1,123
New York & Jersey City†	42,725	42,034	41,934
Oklahoma City†	4,305	3,587	3,694
Cincinnati†	1,080	764	1,976
Denver†	8,586	9,229	8,036
St. Paul†	5,656	2,711	3,357
Milwaukee†	866	786	385
Total	104,966	99,301	92,038

\*Cattle and calves.  
†Federally inspected slaughter, including direct.  
‡Stockyards sales for local slaughter.  
§Stockyards receipts for local slaughter, including direct.

## BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Aug. 19, were as follows:

### CATTLE:

Steers, choice & pr.	None rec.
Steers, util. & com'l.	12.00@17.00
Heifers, choice	None rec.
Heifers, cut. & util.	10.50@14.50
Cows, com'l.	11.00@12.00
Cows, utility	10.00@11.00
Cows, canner, cutter	7.00@10.00
Bulls, util. & com'l.	12.00@15.00
Bulls, can. & cut.	10.00@12.00

### VEALERS:

Choice & prime	\$23.00@26.00
Good & choice	20.00@22.00
Utility & com'l.	12.00@20.00

### HOGS:

Gd. & ch., 180/240	\$26.75@27.00
Sows, 400/down	22.00 only

### LAMBS:

Good to prime	20.00@26.00
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## NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Aug. 15:

	Cattle	Calves	Hogs*	Sheep*
Salable	102	729	—	105
Total (incl. direct)	5,702	4,758	16,870	17,139
Prev. week:				
Salable	122	1,010	—	205
Total (incl. direct)	5,840	5,448	17,355	16,877

\*Including hogs at 31st st.

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
Aug. 13	2,393	586	8,630	1,367
Aug. 14	792	517	7,194	662
Aug. 15	562	220	2,635	263
Aug. 17	18,751	886	8,107	2,712
Aug. 18	9,000	400	9,000	2,300
Aug. 19	17,000	400	8,500	2,500
*Week so far	44,750	1,686	25,607	7,512
Week ago	37,141	1,497	18,376	7,131
Year ago	37,514	1,197	34,641	8,112
2 yrs. ago	27,527	1,515	36,527	6,200

\*Including 35 cattle, 5,474 hogs and 1,302 sheep direct to packers.

### SHIPMENTS

Aug. 13	2,647	464	1,206	504
Aug. 14	2,029	11	1,519	311
Aug. 15	256	—	347	81
Aug. 17	5,813	3	776	248
Aug. 18	5,000	—	1,500	100
Aug. 19	7,000	—	1,000	200
*Week so far	17,813	3	3,276	548
Week ago	16,558	63	3,283	291
Year ago	14,494	138	2,754	200
2 yrs. ago	13,749	336	4,093	688

## AUGUST RECEIPTS

	1953	1952
Cattle	131,238	102,830
Calves	8,053	6,787
Hogs	110,621	129,841
Sheep	30,732	34,314

## AUGUST SHIPMENTS

	1953	1952
Cattle	59,842	46,647
Hogs	17,290	13,945
Sheep	3,757	2,945

## CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Aug. 19:

	Week ended Aug. 19	Week ended Aug. 12
Packers' purch.	24,603	19,658
Shippers' purch.	6,090	7,847
Total	30,693	27,505

## LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, Aug. 19, were reported as shown in the table below:

### CATTLE:

Steers, choice	\$24.00@24.50
Steers, good	21.00@22.00
Steers, com'l & good	17.50@19.00
Heifers, choice	21.50 only
Heifers, util. & com'l.	13.00@17.00
Cows, util. & com'l.	11.00@13.50
Cows, cut. & util.	10.00@11.00
Cows, can. & cut.	8.50@10.50
Bulls, utility	14.00@17.00

### CALVES:

Vealers, ch. & pr.	None rec.
Good & choice	18.00@19.00
Util. & com'l.	16.00@18.00
Culls & utility	12.00@15.00

### HOGS:

Choice, 180/230	\$26.00@27.00
Sows, 400/down	17.00@18.50

### SHEEP:

Lambs, gd., ch.	None rec.
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## CANADIAN KILL

Inspected slaughter in Canada for week ended Aug. 8:

### CATTLE

	Period Aug. 8	Same Wk. Last Yr.
Western Canada	12,979	10,647
Eastern Canada	13,613	11,799
Total	26,592	22,446

### HOGS

Western Canada	27,796	29,030
Eastern Canada	30,522	58,158
Total	58,318	87,188
All hog carcasses graded	64,423	94,922

### SHEEP

Western Canada	4,221	3,501
Eastern Canada	7,842	4,757
Total	12,063	8,258

## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended August 8, compared with the same time 1952, were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lb.		Good and Choice		Grade B <sup>1</sup> Dressed		Good Handyweights	
	1953	1952	1953	1952	1953	1952	1953	1952
Toronto .....	\$19.67	\$26.50	\$21.02	\$25.50	\$33.60	\$25.60	\$26.61	\$31.00
Montreal .....	19.50	25.40	20.45	25.05	33.60	25.60	24.50	31.05
Winnipeg .....	18.50	25.40	18.99	23.42	31.35	24.00	23.00	29.00
Calgary .....	18.93	25.56	18.17	25.41	32.70	25.04	23.08	26.44
Edmonton .....	18.50	23.40	20.00	25.00	32.85	25.45	22.00	24.50
Lethbridge .....	18.50	24.50	19.75	23.75	32.65	24.75	.....	.....
Pr. Albert .....	18.10	25.20	18.80	23.00	29.35	23.35	18.90	25.50
Moose Jaw .....	17.40	.....	17.30	.....	29.40	.....	16.50	.....
Saskatoon .....	17.00	24.00	20.00	23.50	29.35	23.60	19.75	23.44
Regina .....	16.50	.....	19.20	.....	29.60	.....	.....	.....
Vancouver .....	17.75	.....	21.45	26.50	34.75	.....	23.80	29.00

\*Dominion Government premiums not included.

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## MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A., Production & Marketing Administration)

<b>STEERS AND HEIFERS:</b> Carcasses		<b>BEEF CURED:</b>	
Week ending Aug. 15, 1953.	11,092	Week ending Aug. 15, 1953.	9,109
Week previous	9,200	Week previous	12,201
Same week year ago	10,577	Same week year ago	22,349
<b>COW:</b>		<b>PORK CURED AND SMOKED:</b>	
Week ending Aug. 15, 1953.	1,203	Week ending Aug. 15, 1953.	380,735
Week previous	1,426	Week previous	313,330
Same week year ago	1,225	Same week year ago	571,023
<b>BULL:</b>		<b>LARD AND PORK FATS:</b>	
Week ending Aug. 15, 1953.	547	Week ending Aug. 15, 1953.	16,240
Week previous	519	Week previous	13,700
Same week year ago	362	Same week year ago	18,590
<b>VEAL:</b>		<b>LOCAL SLAUGHTER</b>	
Week ending Aug. 15, 1953.	8,787	<b>CATTLE:</b>	
Week previous	10,515	Week ending Aug. 15, 1953.	9,810
Same week year ago	10,085	Week previous	19,004
<b>LAMB:</b>		Same week year ago	8,016
Week ending Aug. 15, 1953.	29,189	<b>CALVES:</b>	
Week previous	26,656	Week ending Aug. 15, 1953.	16,450
Same week year ago	35,580	Week previous	15,016
<b>MUTTON:</b>		Same week year ago	9,521
Week ending Aug. 15, 1953.	841	<b>HOGS:</b>	
Week previous	791	Week ending Aug. 15, 1953.	40,771
Same week year ago	1,035	Week previous	43,835
<b>HOG AND PIG:</b>		Same week year ago	39,891
Week ending Aug. 15, 1953.	6,440	<b>SHEEP:</b>	
Week previous	5,781	Week ending Aug. 15, 1953.	42,725
Same week year ago	11,450	Week previous	42,004
<b>PORK CUTS:</b>		Same week year ago	41,934
Week ending Aug. 15, 1953.	787,915	<b>COUNTRY DRESSED MEATS</b>	
Week previous	1,059,921	<b>VEAL:</b>	
Same week year ago	1,396,908	Week ending Aug. 15, 1953.	186,948
<b>BEEF CUTS:</b>		Week previous	99,663
Week ending Aug. 15, 1953.	186,948	Same week year ago	116,624
Week previous	99,663	<b>VEAL AND CALF CUTS:</b>	
Same week year ago	116,624	Week ending Aug. 15, 1953.	4,148
<b>LAMB AND MUTTON:</b>		Week previous	6,080
Week ending Aug. 15, 1953.	1,100	Same week year ago	7,090
Week previous	670	<b>LAMB AND MUTTON:</b>	
Same week year ago	2,173	Week ending Aug. 15, 1953.	11
		Week previous	11
		Same week year ago	11

## WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ending Aug. 15, was reported by the U. S. Department of Agriculture as follows:

City or Area	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area <sup>1</sup>	10,934	14,321	43,975	49,622
Baltimore, Philadelphia	5,880	1,265	19,065	1,111
Cincinnati, Cleveland, Detroit	16,078	7,846	75,809	13,053
Indianapolis	24,420	7,761	44,468	10,531
Chicago Area	28,001	13,864	55,014	8,661
St. Paul-Wis. Areas <sup>2</sup>	10,056	11,495	47,382	10,542
St. Louis Area <sup>3</sup>	11,381	5	16,394	5,159
Sioux City	28,953	1,379	32,663	16,145
Omaha	17,892	6,820	16,973	9,545
Kansas City	26,024	6,928	156,188	28,742
Iowa-So. Minnesota <sup>4</sup>	10,640	11,260	29,967	Available
Louisville, Evansville, Nashville	7,161	4,934	15,982	60
Memphis	18,539	5,988	22,550	12,759
St. Joseph, Wichita, Oklahoma City	17,719	12,550	8,593	9,801
Ft. Worth, Dallas, San Antonio	13,454	1,093	9,615	24,362
Denver, Ogden, Salt Lake City	24,807	2,415	20,537	27,842
Low Angeles, San Francisco Areas <sup>5</sup>	6,239	1,165	8,993	7,811
Portland, Seattle, Spokane	284,178	111,089	624,150	235,746
Grand total	284,519	111,482	677,420	225,731
Total previous week	216,342	74,995	645,675	222,817
Total same week, 1952				

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wisc. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. <sup>5</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Mobile, Thomasville, Tifton, Ga. <sup>6</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

## SOUTHEASTERN RECEIPTS

Receipts of livestock at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida, during the week ended Aug. 14:

	Cattle	Calves	Hogs
Week ending Aug. 14	2,577	1,354	8,323
Week previous (five days)	2,529	1,430	9,391
Corresponding week last year	1,440	432	6,685

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 15, 1953, as reported to The National Provisioner:

<b>CHICAGO</b>				
Armour	3,244	hogs	Wilson	1,914
hogs	Agar	2,905	hogs	shippers
6,355	hogs	and others	12,756	hogs
Total	21,567	cattle	1,736	calves
27,174	hogs	and 4,646	sheep	
<b>KANSAS CITY</b>				
Armour	3,470	1,684	1,235	2,235
Swift	3,530	2,700	1,627	2,374
Wilson	1,143	34	3,008	
Butchers	8,593	131	1,089	
Others	2,877	88	2,840	1,462
Totals	19,613	4,637	9,799	6,071
<b>OMAHA</b>				
Armour	6,810	5,063	2,257	
Cudahy	4,814	2,777	1,086	
Swift	5,706	2,988	2,281	
Wilson	2,890	2,801	387	
Corbucker	603			
Neb. Beef	683			
Eagle	65			
Gr. Omaha	532			
Hoffman	76			
Rothschild	493			
Robt.	1,404			
Kingman	1,265			
Merchants	97			
Midwest	126			
Omaha	518			
Union	518			
O'Neill	119			
Others	10,499			
Totals	26,710	24,128	6,911	
<b>E. ST. LOUIS</b>				
Armour	2,812	2,550	3,961	4,217
Swift	4,492	2,297	6,375	2,985
Hunter	143		1,682	
Hell			1,427	
Krey			1,328	
Laclade			498	
Luer			1,221	
Slloff			228	
Totals	7,447	4,847	16,720	7,202
<b>ST. JOSEPH</b>				
Armour	3,529	650	6,512	2,109
Swift	3,193	345	4,885	2,556
Others	6,287	793	2,302	704
Totals*	13,009	1,788	13,700	5,369
*Do not include 7 cattle, 19 calves, 1,162 hogs and 3,606 sheep direct to packers.				
<b>SIoux CITY</b>				
Armour	4,683	3	6,291	455
Cudahy	3,527		5,200	460
Swift	2,916		1,934	654
Butchers	393			
Others	8,452	9	7,872	112
Totals	19,971	13	21,297	1,681
<b>WICHITA</b>				
Armour	3,192	221	784	729
Wilson	2,619	535	524	1,374
Butchers	142		2	977
Totals*	5,953	758	2,285	2,103
*Do not include 1,303 cattle, 944 calves, 3,638 hogs and 2,202 sheep direct to packers.				
<b>LOS ANGELES</b>				
Armour	191	61	185	
Cudahy	64			
Swift	910			
Wilson	100			
Ideal	867			
Acme	633			
Commercial	671			
Atlas	730			
Machin	540			
Cloaghtery			804	
Coast	250			
United	742	41	359	
Vir. West	416			
Others	3,244	1,015	901	
Totals	9,658	1,117	2,249	

<b>DENVER</b>				
Armour	1,351	163	2,261	6,965
Swift	1,371	194	1,468	6,978
Cudahy	860	79	1,758	1,008
Wilson	466			
Others	5,406	415	2,153	425
Totals	9,054	851	7,610	15,436

<b>CINCINNATI</b>				
Gall	3	1		326
Kahn's				
Meyer	980			
Schlachter	47	70		22
Northside				
Others	3,586	1,050	13,732	2,647
Totals	3,636	1,121	13,732	2,995

<b>ST. PAUL</b>				
Armour	4,672	1,601	8,127	2,246
Bartusch				
Cudahy	1,192	416		391
Rifkin	889	45		
Superior	1,346			
Swift	5,301	1,474	9,534	3,019
Others	3,147	1,132	10,579	2,719
Totals	17,527	4,668	28,240	8,375

<b>FORT WORTH</b>				
Armour	2,433	4,547	368	5,253
Swift	2,992	2,485	600	4,025
Bl. Bonnet	840	42	165	
City	265	7		
Rosenthal	177	12		
Totals	6,707	7,093	1,142	6,548

<b>TOTAL PACKER PURCHASES</b>				
Cattle	164,697	165,071	138,132	
Hogs	168,933	183,666	203,942	
Sheep	70,378	60,465	64,676	

**LIVESTOCK RECEIPTS**  
Receipts at 20 markets for the week ended August 15 with comparisons, are shown in the following table:

	Cattle	Hogs	Sheep
Week to date	276,000	287,000	125,000
Previous week	285,000	299,000	126,000
Same wk. 1952	238,000	308,000	171,000
1953 to date	8,642,000	12,687,000	4,963,000
1952 to date	6,958,000	16,458,000	4,599,000

**PACIFIC COAST LIVESTOCK**  
Receipts at leading Pacific Coast markets, week ending Aug. 13:

	Cattle	Hogs	Sheep
Los Angeles	9,900	1,400	2,600
N. Portland	3,457	850	1,350
S. Francisco	1,375	150	1,225

## CORN BELT DIRECT TRADING

Des Moines, Ia., Aug. 19—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were:

Hogs, good to choice:	
160-180 lbs.	\$20.75@24.25
180-240 lbs.	23.75@25.75
240-300 lbs.	23.75@25.75
300-400 lbs.	22.75@24.75

Sows:	
270-300 lbs.	22.50@23.50
440-550 lbs.	18.75@21.50

Corn belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This week estimated	Last week actual
Aug. 13	32,000	30,500
Aug. 14	32,000	20,501
Aug. 15	24,500	14,000
Aug. 17	41,500	24,500
Aug. 18	35,000	42,501
Aug. 19	37,000	37,000

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